

Basement
Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

128

Volume 91

OCTOBER 6, 1934

Number 14

PRAGUE POWDER

Is Developed One Step Further than Fresh Pickle
Its Absorption Creates Immediate Action as of Second Pickle

Mr. Packer

Mr. Packer Superintendent

Mr. Sausage Superintendent

When at the Convention, call on us.

Each of you, and all of you are cordially invited to come to our plant and laboratories and see for yourselves the development of our Prague Powder cures. See also our methods of curing.

Our help and advice are yours for the asking.

TO OUR
FRIENDS—
HOWDY

*Always Uniform
Analysis Never Varies*

PRAGUE POWDER is a Long Step
Forward to an Aged Flavor in a
Short-Time Cure

Let Us Reason Together

If Meats Can Be Cured
Better with PRAGUE
POWDER, why not adopt
the PRAGUE POWDER
Method?

Meets B. A. I.
Requirements

**PRAGUE
POWDER**
is "America's
Perfect Cure"

"The High Color is set
and the Flavor lasts" - - -
a thousand satisfied
customers testify.



THE GRIFFITH LABORATORIES

1415-25 West 37th Street

Chicago, Illinois

ATTENTION - - -

Government Meat Canners!

These "BUFFALO" Machines now being used throughout the country



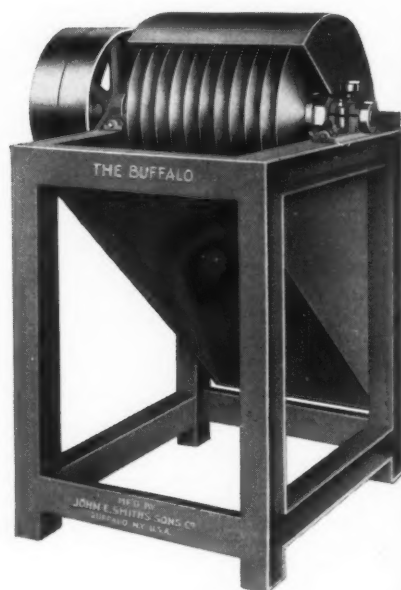
"BUFFALO" Hasher

Used to cut up raw or parboiled beef into pieces suitable for canning. Equipped with special feed screw, knives and plates. Meets requirements of government inspection.

"BUFFALO" Rotary Meat Cutter

MOTOR OR
PULLEY DRIVEN

Cuts boned fresh beef into strips for parboiling. Meat is fed into top; automatically cut and discharged into chute in rear. Equipped with 11 circular knives 2" apart. Also 17 or 21 knives, spaced as desired.



WRITE OR WIRE FOR COMPLETE INFORMATION AND PRICES

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 4201 S. Halsted St., Phone Boulevard 9020

Western Office: 1316 E. Slauson Ave., Los Angeles, California

Canadian Office: 189 Church St., Toronto, Ontario

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AT THE CONVENTION
BE SURE TO VISIT THE VISKING BOOTH



\$500.00 in prizes will be awarded for sausages packed in "VISKINGS"—and entries from all parts of the country will be on display at the Convention, making the Visking Booth an important place for you to visit!

In fact, YOU are invited to be one of the judges. Winners will be determined by the votes cast by yourself and other visitors to the Visking Booth, who will cast ballots for:

1. The most attractive looking product.
2. The most unique product, or the one having most novel appeal.



"VISKING" is the registered trade-mark of The Visking Corporation to designate its cellulose sausage casings and tubing.

In this display you will see new types of sausage — novel applications — styles that are popular in other sections of the country that might be profitably introduced to your community.

You'll find a great deal to interest you at the Visking Booth—be sure to visit it.

THE **V**ISKING CORPORATION
6733 WEST 65TH STREET • CHICAGO, ILLINOIS

Week ending October 6, 1934

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Page 3

The National Provisioner

The Magazine of the
Meat Packing and Allied Industries

Volume 91

October 6, 1934

Number 14



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Manager

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Daily Market Service
(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
Provisioner Daily Market Ser-
vice, 407 S. Dearborn St., Chicago.

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On to Chicago!



EVERYONE who can possibly manage to should attend the convention of The Institute of American Meat Packers at the Drake Hotel, Chicago. From all branches of the industry—from all parts of the world—will come men to exchange ideas and experiences and to absorb the vast funds of available information.

We are proud, as an associate member, to be able to give our support to such a splendid organization that is accomplishing so much good for the great packing industry.

*"It's Better
Packed in Tin"*



CONTINENTAL CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

Week ending October 6, 1934

Page 5

CORRECT LUBRICATION

When you think of **LUBRICATION** *in connection with* **POWER COSTS**

A thorough analysis of lubrication costs in your power plant would reveal dramatically the far-reaching cost effects of lubrication—and the many sided possibility for *new economy* which may be waiting for you in better lubrication and better lubrication methods.

Such a practical analysis of *just one phase* of power plant lubrication costs—those involved in steam turbine operation—has been prepared by the technical staff of the Standard Oil Company (Indiana). It lists the following main factors:

1. Direct Oil Costs
2. Filtration and Batch Treatment Costs
3. Interest Charges
4. Cleaning Charges
5. Maintenance Charges
6. Outage Charges
7. Credits

Beneath these main headings stand twenty-two specific sub-factors which must be considered in a thorough analysis.

This practical discussion of steam turbine lubrication costs is available in complete form. Simply write for a copy. Similar papers have been prepared covering all other phases of power plant lubrication. Request these. Name the nature of equipment in your plant, or the specific lubrication problems in which you are interested. Simply address the Standard Oil Company (Indiana), 910 S. Michigan Ave., Chicago.

A thorough survey of your own power plant by competent lubrication engineers is unquestionably the quickest and easiest step toward maximum economy. Standard Oil Engineers are ready to conduct such a survey for you at any time without obligation.

you realize how **LUBRICATION** *must affect costs* **THROUGHOUT THE PLANT**

Carry your thinking on lubrication through, from the power plant to the loading platform. Consider its far-reaching cost-effects *throughout* your processes—in maintenance, labor, quality of production, as well as in oil cost alone. Think of the *total economy* which even a slight general improvement in *lubricants* and lubrication methods might effect. Visualize the possible saving.

Take the costless step—Ask Standard Oil (Indiana) Engineers to survey your entire plant now, and submit their expert recommendations direct to you.

STANDARD OIL COMPANY

910 S. MICHIGAN AVE.

(Indiana)

CHICAGO, ILL.

Copr. 1934, Standard Oil Company (Indiana)
The Technical Staff of the Standard Oil Company (Indiana) has prepared a number of practical discussions of the lubrication problems met in the packing industry. Request this material. Simply state the problems in which you are interested.

PROCESS EQUIPMENT

Of Carbon, Alloy or Clad Steel — Welded or Riveted

Fabricated to Your Order



Jacketed Rendering Tank

COMPLETE PRODUCTION FACILITIES

An organization with more than fifty years' experience in building Pressure Vessels and Fabricated Plate Work.

Boiler Shops, Welding Shops, Pattern Shops, Foundry, Machine Shops.

Plate Bending Press capable of bending plates cold up to 4 inches thick.

Perfected fusion welding technique.

Class I Welders.

Furnace for stress relieving.

300,000-Volt X-Ray Machine.

Chemical and Physical Laboratory.

C-E Process Equipment can be furnished welded or riveted, as desired. Material may be carbon, alloy or clad steel. Vessels may be any dimensions up to shipping clearance limits. Equipment fabricated to order.



COMBUSTION ENGINEERING COMPANY, INC

200 Madison Avenue, New York, N.Y.

Canadian Associates, Combustion Engineering Corporation, Ltd., Montreal

MANUFACTURING PLANTS: The Hedges-Walsh-Weldner Company, Chattanooga, Tenn.; Coshoccon Iron Company, Monongahela, Pa.; Raymond Brothers Impact Pulverizer Company, Chicago, Illinois.

C-E PRODUCTS: Pressure Vessels, Fabricated Plate Work, All Types of Pulverized Fuel Systems, Mechanical Stokers, Boilers, Complete Steam Generating Units, Water Cooled Furnaces, Economizers and Air Heaters.

A-155a



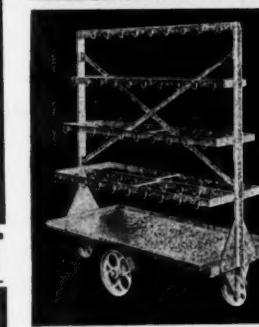
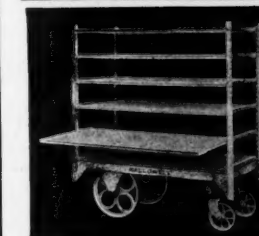
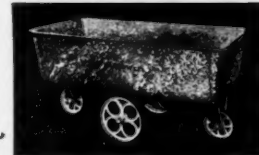
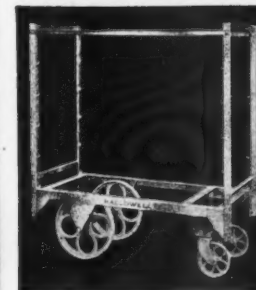
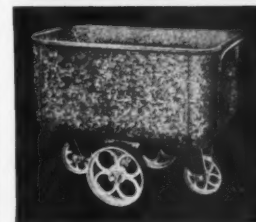
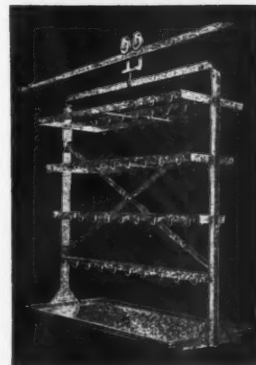
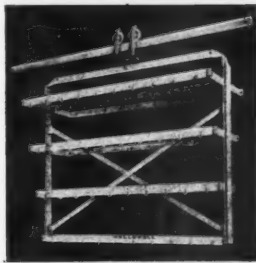
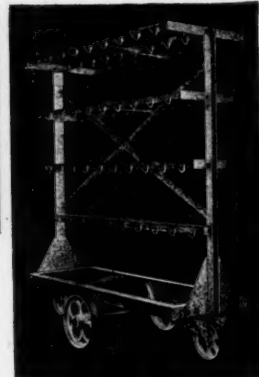
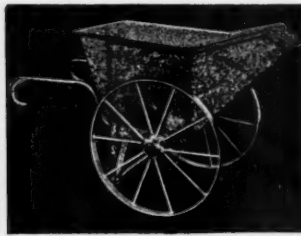
INTERNATIONAL TRUCKS

*Appearance for Prestige
Performance for Profit*

Good looks in a truck are vitally necessary these days. Whether your business is one of national importance . . . or important chiefly to you . . . your truck or trucks should add definitely to your prestige. Internationals do that and more! In an International Truck, beauty is not just body-deep. Anyone who has the knowing eye for mechanical details can find plenty of practical beauty under the hood and underneath the paint to account for economical operation and rugged truck performance. The Harvester Company invites you to subject any International Truck to the most rigid examination, knowing that the deeper you dig the deeper will be your admiration for the truck and its maker. Sizes from $\frac{1}{2}$ -ton up, chassis f.o.b. prices from \$390 up, at all International branches and dealers. International Harvester Company of America, Inc., 606 S. Michigan Ave., Chicago, Ill.

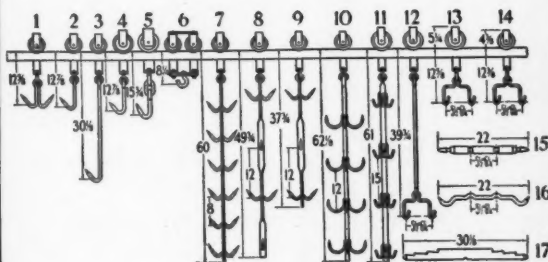


Illustration shows the
New Half-Ton International



"HALLOWELL"

Packing Plant Equipment



"Hallowell" Trolleys, Hooks, etc.

The border around this ad gives a fair though incomplete idea of the extensive line of our "HALLOWELL" Packing Plant Equipment. It should not be overlooked, however, that the "HALLOWELL" Equipment possesses a great many novel and decidedly outstanding features of improved design, and in addition that it is of the same high quality as our other nationally known "HALLOWELL" Products.

Be Sure To Get Our Packing Plant Equipment Bulletin 449

STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
CHICAGO
DETROIT

JENKINTOWN, PENNA.
BOX 550

BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS

These Economical Packers SPLIT BEEF THE MODERN WAY

with the
COMBINATION RUMP BONE
SAW AND CARCASS SPLITTER



BEST & DONOVAN
are Sole Distributors of

The Combination Rump Bone Saw and
Carcass Splitter

Scribe Saw Ham Marker
Hog Back Bone Marker
Kosher Chuck Saw Rump Bone Saw
Fat Back Splitter

Ask for Particulars!

BEST AND DONOVAN

332 S. MICHIGAN AVE. CHICAGO, ILLINOIS

From Coast to Coast

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Philadelphia, Pa.
Corkran, Hill & Co., Inc., Balti-
more, Md.
Duffy & Brothers, Inc., Philadel-
phia, Pa.
Jacob Dold Packing Co., Buffalo,
N. Y.
Edward Heinz, Baltimore, Md.
Pittsburgh Prov. & Pkg. Co.,
Pittsburgh, Pa.
Swift & Company, Newark, N. J.
Wilson & Co., New York, N. Y.

CENTRAL

Armour and Company, So. St.
Paul, Minn.
Armour and Company, Chicago,
Ill.
Armour and Company, South
Omaha, Nebr.
Armour and Company, Milwau-
kee, Wis.
Jos. Baum Pkg. Co., Kansas
City, Kansas
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Cudahy Pkg. Co., South Omaha,
Nebr.
Cudahy Pkg. Co., Kansas City,
Kansas
Daniel Bros., Inc., Columbia
City, Ind.
David Davies Co., Columbus, O.
Jacob E. Decker & Sons, Mason
City, Iowa
Dold Pkg. Co., Omaha, Nebr.
Engle & Sons, Ft. Branch, Ind.
Evansville Packing Co., Evans-
ville, Ind.
G. H. Hammond Co., Chicago,
Ill.
Klingan & Co., Indianapolis, Ind.
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Minn.
Interstate Packing Co., Winona,
Minn.
Iowa Packing Co., Des Moines,
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cinnati, Ohio
McArthur Packing Co., Hutchin-
son, Kans.
John Morrell & Co., Ottumwa,
Ia.; Topeka, Kansas; Sioux
Falls, S. Dak.
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kee, Wis.
Rath Pkg. Co., Waterloo, Iowa
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Superior Packing Company, So.
St. Paul, Minn.

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Swift & Company, St. Joseph, Mo.
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Swift & Company, Sioux City, Ia.
Swift & Company, So. Omaha,
Nebr.
Swift & Company, So. St. Paul,
Minn.
Swift & Company, East St. Louis,
Ill.
Swift & Company, Cleveland, O.
Swift & Company, Kansas City,
Kansas
Swift & Company, Watertown,
S. D.
United Packing Co., South St.
Paul, Minn.
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Kans.; Oklahoma City, Okla.

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Wash.; Fort Worth, Tex.
Armstrong Pkg. Co., Dallas, Tex.
Baldridge Packing Co., Vernon,
Calif.
J. N. Blair & Co., Sacramento,
Calif.
Cadwell, Kelly & Eisenlauer,
Inc., Hanford, Calif.
Coast Pkg. Co., Los Angeles,
Calif.; San Francisco, Calif.
Cornelius Bros. Pkg. Co., Vernon,
Calif.
Cudahy Packing Co., San Diego,
Calif.
Frye & Co., Seattle, Wash.
Globe Packing Co., Los Angeles,
Calif.
Hansen Pkg. Co., Butte, Mont.
C. Bruce Mace, Dixon, Calif.
Merchants' Pkg. Co., Los An-
geles, Calif.
Nelson Meat & Livestock Co.,
San Jose, Calif.
Pacific Meat Co., Inc., Portland,
Ore.
San Jose Meat Co., San Jose,
Calif.
C. Swanson & Sons, San Fran-
cisco, Calif.
Swift & Company, Denver, Colo.;
Ft. Worth, Tex.; North Port-
land, Ore.
Union Pkg. Co., Los Angeles,
Calif.
Wilson & Co., Los Angeles, Calif.
Walt-Schilling & Co., San Fran-
cisco, Calif.

and ALL OVER the WORLD

Frigorífico Armour de La Plata,
Argentina, S. A.
Smithfield & Argentine Meat Co.,
Ltd., Buenos Aires, Argentine,
S. A.
So. Ciedad Anonima, La Blanca,
Buenos Aires, Argentine, S. A.
Soc. Anom. Frigorífico Anglo,
Buenos Aires, Argentine, S. A.
Compania Swift Internacional, de
La Plata, Argentine, S. A.
Compania Swift de La Plata
Sociedad Anonima, Rosario,
Santa Fe, Argentine, S. A.
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S. A.
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geladas, Buenos Aires, Argen-
tine, S. A.
Frigorífico Gualaguaychu, Gual-
aguaychu, E. Rios, Argentine,
S. A.
Armour of Brazil Corp., Sao
Paulo, Brazil, S. A. & Sant'
Anna de Livramento, Brazil,
S. A.
Compania Frig. De Santos, San-
tos, Brazil, S. A.
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Frigorífico Wilson da Brazil, Sao
Paulo, Brazil, S. A.

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Fray Bentos, Uruguay
Compania Swift De Montevideo
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Uruguay, S. A.
Compania Ganadera Industrial
Venezolana, S. A., Maracay,
Venezuela, S. A.
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Societe D'alimentation De Pro-
vence, Fenouillet, France
Societe Rochefortaise, Paris,
France
Amtorg Trading Corp., Russia
Harris Abattoirs, West Toronto,
Can. & St. Boniface, Manitoba,
Canada
Swift & Company, West Toronto,
Can.; and Winnipeg, Can.
Auckland Farmers Freezing Co.,
Auckland, New Zealand
R. & W. Heilaby, Auckland, New
Zealand
New Zealand Refrigerating Co.,
Christchurch, New Zealand
West Field Freezing Co., Auck-
land, New Zealand
Hawaii Meat Co., Honolulu,
Hawaii
Singapore Cold Storage Co.,
Singapore, Malay Peninsula

SPRAGUE-SELLS MEAT CANNING EQUIPMENT



M & S Automatic Filler
For potted meats, Vienna
sausage, canned hamburger,
animal foods, etc.



Vertical Retort
Standard process kettle of
the vegetable canning indus-
try. Strong and safe. Low cost.



Hawkins Hoist
For serving vertical retorts.
Speeds up production and
cuts costs in the cook-room.

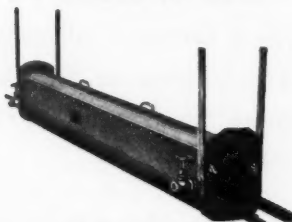
When You Need Equipment for

Canning Meat or any other
Food Product—Dependable,
Fully Developed and Proved
Machines—Expert Council—
write or call Sprague-Sells, the
old pioneer canning machinery
house.

Complete lines of canning
equipment for all food prod-
ucts are shown in the Sprague-
Sells General Catalog No. 200.
Every canner should have it.
Send in the coupon for your
free copy.



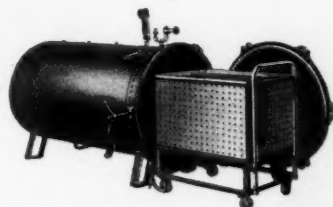
Peerless Rotary Exhauster
Has greatest capacity and
efficiency in smallest floor
space. Insures proper vacuum.



Sanitary Can Washer
Automatically washes cans
with both steam and water.



Hand Pack Filler
For filling cans with chunky
products, roast beef, beef
stew, etc. Semi-automatic.



Horizontal Retort
Most economical horizontal
retort made. Requires no hoist.



Can Dryer
For filled cans. Eliminates
rusting and permits immedi-
ate labeling.

OTHER SPRAGUE-SELLS EQUIPMENT FOR MEAT CANNERS

Boxers	Meat Cutters,
Can Cleaners	Choppers &
Can Forks	Dicers
Can Openers	Meat Mixers
Can Testers	Process Clocks
Can Tongs	Process Control
Canners Scales	Instruments
Capping Steels	Retort Crates
Coils	& Trucks
Conveyors	Sewage Screens
Continuous	Steam Jacket-
Cookers &	ed Kettles
Coolers	Supplies
Cooling Tanks	Tables
High Pressure	Tanks
Pumps and	Thermometers
Washers	Tramrail Sys-
Hoists, Circle	tem
and Electric	Trucks
Labellers	Etc., Etc.

SPRAGUE - SELLS CORPORATION

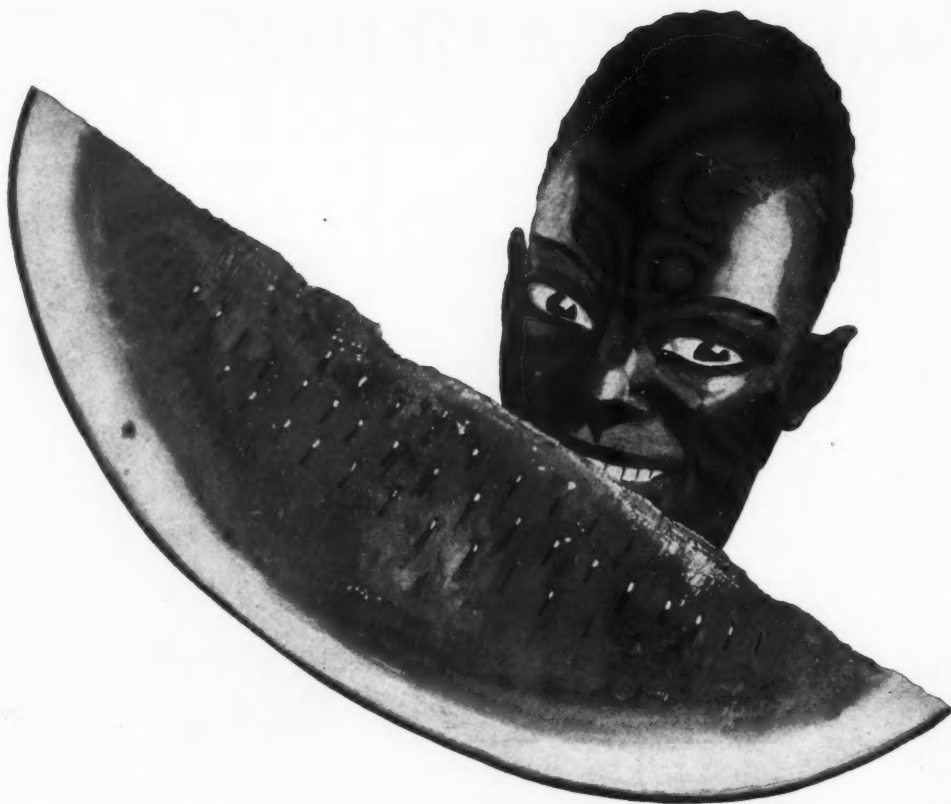
Division of Food Machinery Corp.
HOOPESTON, ILLINOIS

TELEPHONE HOOPESTON 123
Modern Canning Equipment for all Food
Products



**SEND
FOR
THIS
BOOK**

Sprague-Sells Corporation,
Hoopeston, Ill.
Send us your General Catalog
No. 200 without obligation. We
are interested in equipment for
canning at the
rate of
No. cans per hour.
Name.....
Firm.....
Address.....
M-10-P



All God's Chil'un Got Wants



MEAT PROTECTION PAPERS

The other day a customer wrote us and said he wanted some good Negro sermons — could we help him out. We could and did.

Now of course we are not in the business of supplying sermons, although some mighty good ones have been written on KVP Bond. That was just a "happencence" that enabled us to give a little extra service to an old friend.

Our business is making paper — GOOD papers of many kinds for many uses. Some are for meat protection purposes. Indeed, the packing industry knows us to be experts in meat protection papers. You are invited to share our experience.

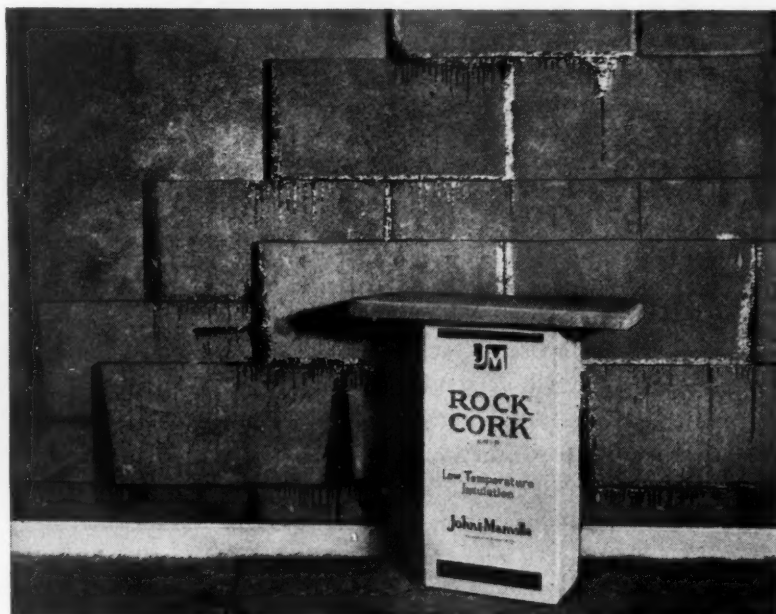
KALAMAZOO VEGETABLE PARCHMENT COMPANY
PARCHMENT [KALAMAZOO COUNTY] MICHIGAN

*Their Indianapolis Job
"good as new" after 26 Years . . .*

Kingan & Co. choose Rock Cork for their Pittsburgh Plant



ROCK CORK in process of installation at the new Pittsburgh plant of Kingan & Company, well-known meat packers.



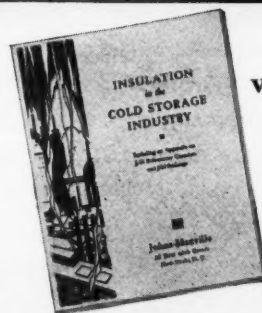
ROCK CORK goes into Kingan & Co.'s new Pittsburgh plant because it has proved its *permanence* in their Indianapolis plant. Although 26 years old, their Indianapolis installation is still good as new.

An enviable record, but by no means an isolated one. Call the roll of other satisfied users . . . Swift & Company, Chicago, 25 years; Syracuse Cold Storage Company, 26 years; E. Kahn's Sons Company, Cincinnati, 27 years; Fox Head Waukesha Corporation, 26 years . . .

And so on, through the hundreds of cold storage warehouses, food plants and breweries that report Rock Cork's insulation value unimpaired after many years of service.

Mineral in composition, Rock Cork is permanent. It is rot-proof, vermin-proof, odorless, and incapable of absorbing odors. It cannot support the growth of mold or bacteria.

Furthermore, no other low-temperature insulation offers such marked resistance to moisture infiltration.



**VALUABLE
BOOK
FREE**

Building a new plant? Remodeling an old one? You will be interested in our book, "Insulation in the Cold Storage Industry." It tells the complete story of Rock Cork. And describes, as well, money-saving materials and methods for the insulation of boilers, steam lines and heated equipment. Free. Mail the coupon.



Johns-Manville



ROCK CORK

Trade-mark Reg. U. S. Pat. Off.

REFRIGERATION INSULATION

Johns-Manville Insulations are available for all temperatures from 400° F. below zero to 3000° F. above.

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Send me a copy of the brochure, "Insulation in the Cold Storage Industry."

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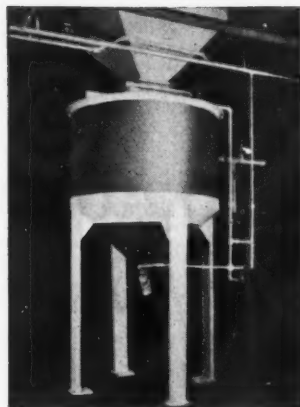
N.P.-10-34

Week ending October 6, 1934

Page 13

SEE

The LIXATE Process for making brine*



AT THE NATIONAL CONVENTION

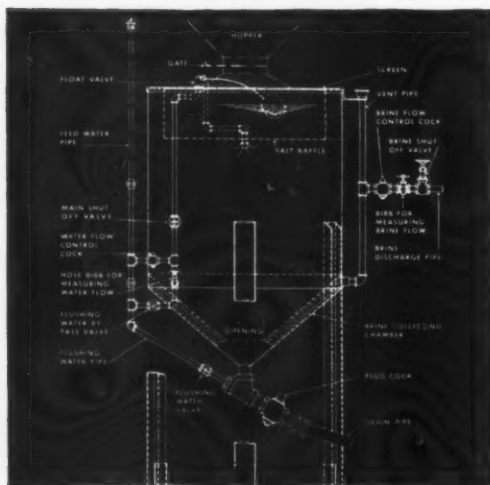
In the Exhibit Hall at the National Convention of The Institute of American Meat Packers, Oct. 12-16, 1934, International will demonstrate the LIXATE* Process of making brine, with a full size dissolver.

You can see better than words or pictures can describe, just how easy the entire process of making brine can be with this modern automatic process. You can watch the salt being fed automatically by gravity to the dissolver. You can see, in a miniature storage tank, the quality of brine produced. It is so crystal clear that you can read newspaper printing through it. Test it with a Salometer as often as you want on as many days as you like, and see that this pure, clear brine is really saturated to 100 Salometer degrees at all times.

You can not see at this display the economy of this new brine production method, but you can figure that from knowledge of your own costs. First, there may be a saving from a difference in price between recommended grades of International Rock Salt and the salt you now use. Second, you can determine how much labor cost you can save, because the salt, once stored, need never be handled again during the entire brine making process. Third, you can add the labor cost you could save by automatic gravity flow of brine to all sections of your plant.

A new book, "The LIXATE* Process for Making Brine", gives more details and illustrates several LIXATE* installations. A copy will be sent immediately upon request.

*Reg. U. S. Pat. Off.



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ALL departments, all machines, all artists, all craftsmen in the Sutherland plants are geared to control quality in every step of manufacture from raw materials to finished cartons. We make our own board, have our own staff of expert designers and artists, mix our own inks, and print on our own modern high speed presses. Any problem involving folding cartons can be put in our hands with assurance that the solution will be a happy combination of practical construction, point-of-purchase appeal and economical production.



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PELOCEL CASINGS are ideal for your uses; such as in Summer Sausage, Cervelat, Thueringer, Dry Sausage, and all types of Salami.

INVESTIGATE—Write for samples—The results will amaze you.

To Visitors at the Meat Packers' Convention in Chicago:

Don't fail to look up our Sales Manager, **Martin Seligman**, at the Drake Hotel, Chicago. He is there to tell you why sausage makers have found it profitable to
CHANGE TO PELOCEL

PELOCEL PRODUCTS CORPORATION

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Again

WE EXTEND A HEARTY HAND OF WELCOME

When you attend the Convention of the Institute of American Meat Packers, October 12th-16th, in Chicago, we will be most happy to welcome you at our headquarters

in the **DRAKE HOTEL**

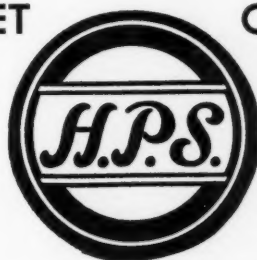
It will be a pleasure to renew old acquaintances as well as to meet others whose friendship we have not as yet been privileged to enjoy.

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

October 6, 1934

Number 14

Packers Meet to Discuss Their Problems

*Annual Convention of Institute of American Meat Packers
Offers a Forum for Consideration of Industry Situation*

WHAT is ahead of the meat packing industry in the coming months and in the coming years?

These are questions in the mind of every meat packer in the country.

In this day of the New Deal, with its kaleidoscopic changes in agricultural, business and financial policies and methods, the industry which processes and merchandises the product of the livestock producer is in some doubt as to just where it stands.

Conflicting news and views have not made the picture any clearer.

Get the Facts at First Hand

With the industry in this state of mind the 27th annual convention of the Institute of American Meat Packers offers a timely forum for the statement of the case as it stands, and a discussion of industry problems and the possibility of meeting them satisfactorily for most of those concerned.

In this forum government—through several of its responsible leaders—is given an opportunity to rehearse the facts as it sees them, and to outline its plans and policies.

Leaders in livestock production and leaders in business, outside as well as within the meat industry, also have their place on the program. Each may state his case

and present his views for industry consideration.

Under the circumstances this promises to be one of the most important gatherings in the history of meat packing. Reports to the Institute and reservations at the convention hotel show that those in the industry appreciate the gravity of the situation, and the importance of intimate contact with the discussions.

Attendance to Be Large

This may well be one of the best-attended of packers' conventions, and one of the most interesting from the standpoint of what is said and done at the convention sessions.

As usual, opportunity is given at section meetings preceding the regular convention sessions to discuss details of operation and merchandising policy, and to acquaint those attending with what is new in packinghouse development. These sessions are genuine "ex-

perience meetings," and the exchange of information they afford has made them one of the most popular features of convention programs.

Other Convention Features

This year the exhibition of packinghouse equipment and supplies, which has been a popular attraction at conventions for some years,



PACKERS WILL MEET AT DRAKE HOTEL, CHICAGO.

promises to excel past exhibitions in scope and interest. All exhibit space was taken weeks ago and many applications had to be refused.

The fact that A Century of Progress, 1934 edition, is still open affords an opportunity for convention visitors to take in the sights of this greatest of all World's Fairs, with its special exhibits by packers which are an outstanding feature of the 1934 show.

At the annual banquet the Administrator of the Agricultural Adjustment Act will be the principal speaker, and may be expected to outline the latest plans and policies of the AAA on programs vitally affecting the livestock and meat industry. Other government authorities will talk at regular convention sessions.

All meetings will be held at the Drake Hotel, Chicago. Section meetings open at 9:30 a. m. on Friday, October 12, and continue through the next day. Convention sessions are held on Monday and Tuesday, October 15 and 16. The banquet takes place at the Palmer House on the evening of Tuesday, October 16.

The complete official program is as follows:

Program of the Convention

SECTION MEETINGS

Sessions of the convention are open to members and associate members of the Institute and to invited guests of the Institute.

Non-member packers and sausage makers attending the convention are urged to register immediately at the Institute registration desk. They will be met by representatives of the Institute and directed to those parts of the convention in which they are most interested.

OPERATING SECTION

(Admission by card only.)

Friday, Oct. 12, 9:30 a. m.

R. F. Eagle, Presiding Chairman.
H. J. Koenig, Program Chairman.

CANNED MEAT DIVISION

Friday, Oct. 12, 9:30 a. m.

H. C. Carr, Presiding Chairman.

"Improving Labelling and Packaging," C. W. Beilfuss, president, Derby Foods, Inc.

"Manufacturing Procedure and Quality Standards for Canned Meats," G. V. Hellman, Continental Can Co.

Report of the Committee on Trade Practice Rules and Policies for the Canned Meat Division, F. C. McDowall, Foell Packing Co., vice chairman.

"NRA Trends," by F. R. Baird, Armour and Company.



WHERE CONVENTION VISITORS MAY ENJOY SEA FOOD TREAT.

Famous "Cape Cod Room" at the Drake Hotel will be a popular resort during the Packers' Convention.

SALES AND ADVERTISING SECTION

Friday, Oct. 12, 2 p. m.

R. H. Gifford, Presiding Chairman.
I. M. Hoagland, Program Chairman.

"Building Demand for Meat in Individual Stores," A. H. Stark, president, Central Branch, Chicago Retail Meat Dealers Association.

"Building Demand for Meat in Chain Stores," William K. Forrest, director of meat operations, National Tea Co.

"How the Housewife Views Meat," Mrs. Wilbur E. Fribley, president, Chicago Housewives League.

"Selling Price and Volume," I. M. Hoagland, vice president Armour and Company.

"Why Salesmen Fail," discussion led by Paul W. Trier, Arnold Bros.

"Report on Survey of Sales Force Compensation and Expense," Howard C. Greer, Institute of American Meat Packers.

ENGINEERING AND CONSTRUCTION SECTION

Friday, Oct. 12, 2 p. m.

Allen McKenzie, Presiding Chairman.
H. P. Henschien, Program Chairman.

"A Modern Power House," Allen McKenzie, Wilson & Company.

"Construction Problems in Fire Prevention," Edw. W. Leeper, Rollins-Burdick-Hunter Company.

"Roofing and Waterproofing," C. M. Timpe, The Barrett Company.

CHEMISTRY SECTION

Saturday, Oct. 13, 9 a. m.

E. N. Wentworth, Presiding Chairman.
L. M. Tolman, Program Chairman.

"Some Technical Aspects of the Canning of Meat," J. J. Vollertsen, Armour and Company.

"Some Problems Arising in the Bacteriology of Canning," John Moran, Oscar Mayer & Company.

"Cause and Prevention of Swelling in Canned, Spiced Hams," L. B. Jensen, Swift & Company.

"Some Aspects of the Problem of Handling Claims for Alleged Food Poisoning," R. W. Pilcher, American Can Company.

"Analytical Survey of Commercial Lards," F. C. Vibrans, Institute of American Meat Packers.

"Drip Process of Rendering Lard," John P. Harris and W. A. Welch, Industrial Chemical Sales Company.

"Some Studies on Green Lard," F. C. Vibrans, Institute of American Meat Packers.

NATIONAL ORGANIZATION OF SAUSAGE MANUFACTURERS

Saturday, Oct. 13, 9 a. m.

(A Division of the Institute of American Meat Packers.)

W. H. Gausselin, Presiding Chairman.

"The National Organization of Sausage Manufacturers and What It Offers to Members," Wesley Hardenbergh and H. A. Armstrong, Institute of American Meat Packers.

Dollars Saved vs. Dollars Made:

"A. What the Institute Equipment and Supply Company Has to Offer to Sausage Makers," H. L. Osman, Institute of American Meat Packers.

"B. How a Sausage Maker Can Take Advantage of the Opportunities Offered," Carl Neuer, Delico Meat Products Co., Kansas City, Mo.

"Science and the Sausage Business," Dr. W. Lee Lewis, Institute of American Meat Packers.

Cost Figuring in the Sausage Business:

"A. The Importance of Knowing Costs," W. D. Jones, Carl A. Weitz Co., Boston, Mass.

"B. Short Cuts to Sound Cost Figuring," Howard C. Greer, Institute of American Meat Packers.

"Making Better Sausage," L. O. Alkire, Swift & Company.

"Finding New Markets," George Duwe, Mickleberry Food Products Co. Business Session.

SAUSAGE LUNCHEON.

Speakers: President Wm. Whitfield Woods of the Institute, and Oscar G. Mayer, president, Oscar Mayer & Co.

CONVENTION SESSIONS

SESSION I

Monday, Oct. 15, 10 a. m.

Presiding: John W. Rath, Chairman of the Board of Directors.

Address, John W. Rath, Chairman.

"What Is the General Business Situation?" James O. McKinsey, James O. McKinsey and Co.

"What Will Receipts of Live Stock Be?" C. A. Burmeister, U. S. Bureau of Agricultural Economics, Washington, D. C.

"Outlook for Foreign Trade, With Special Reference to Meat Products," Henry F. Grady, chief, Trade Agreement Section, Dept. of State, Washington, D. C.

"Outlook for Meat Packing," Frank A. Hunter, president, Hunter Packing Company, East St. Louis, Ill.

Report of Treasurer, H. Harold Meyer.

Appointment of Committees.

SESSION II

Monday, Oct. 15, 2 p. m.

Award of Gold and Silver Buttons.

"Live Stock Purchases Under the Government Drouth Relief Program," Gerald B. Thorne, Agricultural Adjustment Administration, Washington, D. C.

(Continued on page 22.)

CONVENTION EXHIBITS

An exhibit of packinghouse equipment and machinery will be shown in the Tower Room and the French Room, on the main floor of the Drake Hotel, immediately adjacent to the room in which the convention sessions will be held.

Exhibits will be open during the following hours: Friday, October 12—8 a. m. to 10 a. m. and 5 p. m. to 10 p. m.; Saturday, October 13—8 a. m. to 10 a. m. and 12:30 p. m. to 10 p. m.; Sunday, October 14—10 a. m. to 6 p. m.; Monday, October 15—8 a. m. to 10 a. m. and 5 p. m. to 10 p. m.; Tuesday, October 16—8 a. m. to 10 a. m. and 5 p. m. to 6 p. m., and during the noon recesses on Friday, Monday, and Tuesday.

Location of exhibits is indicated by reference to numbers attached to the following official list of exhibitors, and to the plan of exhibits shown on this page.

EXHIBITORS.

- | Booth No. | Company. |
|-----------|--|
| 1 | The Brecht Corporation, New York City |
| 2 | The Brecht Corporation, New York City |
| 3 | Sausage Manufacturer's Supply Co., Milwaukee |
| 4 | Griffith Laboratories, Chicago |
| 5 | Seaslic, Inc., Chicago |
| 6 | Crescent Mfg. Co., Chicago |

- | | |
|----|---|
| 7 | Wilson & Bennett Mfg. Co., Chicago |
| 8 | Darling & Co., Chicago |
| 9 | The V. D. Anderson Company, Cleveland |
| 10 | Specialty Manufacturers' Sales Co., Chicago |
| 11 | Nicholas Silvery, New York City |
| 12 | Arkell Safety Bag Company, Chicago |
| 13 | Wackman Welded Ware Company, St. Louis |
| 14 | Transparent Package Co., Chicago |
| 15 | The French Oil Mill Machinery Co., Piqua, O. |
| 16 | Worcester Salt Company, Chicago |
| 17 | Continental Electric Co., Newark, N. J. |
| 18 | Burning Brand Co., Chicago |
| 19 | Johns-Manville, New York City |
| 20 | The Exact Weight Scale Co., Columbus, Ohio |
| 21 | United Cork Companies, Lyndhurst, N. J. |
| 22 | Paperlynen Company, Chicago |
| 23 | The Viking Corporation, Chicago |
| 24 | The Viking Corporation, Chicago |
| 25 | Milprint Products Corp., Milwaukee |
| 26 | International Tag & Salesbook Co., Chicago |
| 27 | U. S. Silcing Machine Company, Chicago |
| 28 | Shellmar Products Company, Chicago |
| 29 | Morris Paper Mills, Chicago |
| 30 | DuPont Cellophane Co., Inc., New York City |
| 31 | DuPont Cellophane Co., Inc., New York City |
| 32 | The Adler Co., Cincinnati |
| 33 | Sutherland Paper Co., Kalamazoo, Mich. |
| 34 | Sutherland Paper Co., Kalamazoo, Mich. |
| 35 | Wirk Garment Industries, Chicago |
| 36 | Embosograph Corp. of America, New York City |
| 37 | International Salt Co., Inc., Scranton, Penn. |
| 38 | Wm. J. Stange Co., Chicago |
| 39 | Wm. J. Stange Co., Chicago |
| 40 | Wm. J. Stange Co., Chicago |
| 41 | Wm. J. Stange Co., Chicago |

French Room—Ford Motor Company, Detroit

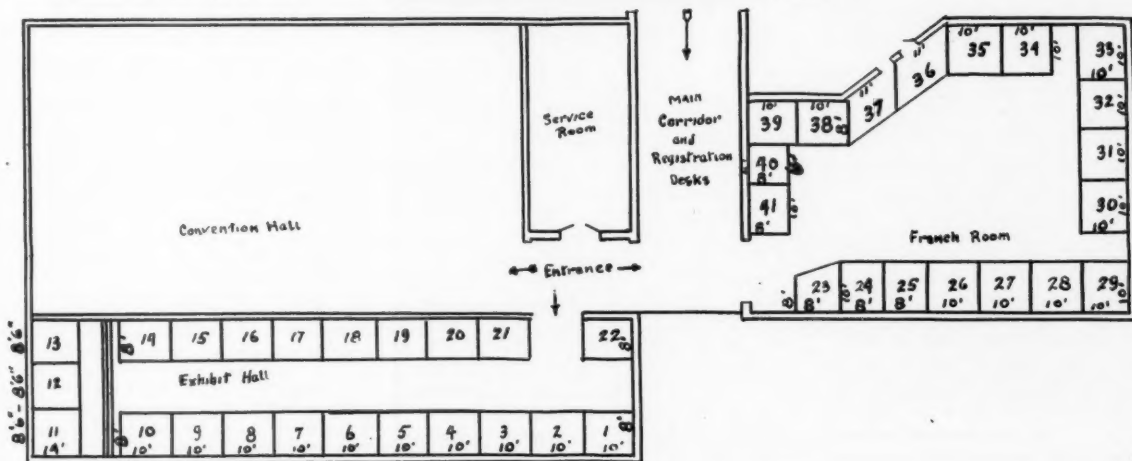
SIX MILLION CATTLE BOUGHT.

Emergency cattle purchases up to and including October 1, 1934, amounted to 6,208,218 cattle and calves. Total shipments to packing houses and to pastures, as reported by the Federal Surplus Relief Corporation up to October 1, were 3,541,031 head. Sheep purchases up to October 1 totaled 1,426,612 with total shipments amounting to only 134,404 head.

Representatives of Texas cattle men are reported to be urging that an additional 2,500,000 head of cattle be bought in that state, while President Roosevelt indicated at his Thursday press conference this week that the government would not go beyond its quota of 7,000,000 head, as originally planned when the relief campaign was inaugurated.

Guests Should Register

Non-member packers and sausage makers who have been invited to attend the twenty-ninth annual convention of the Institute, October 12 to 16, at the Drake Hotel, Chicago, are urged to register immediately upon their arrival at the convention at the Institute's registration desk, which will be plainly marked. They will be met by representatives of the Institute and directed to those parts of the convention in which they are most interested.



EXHIBITS OF EQUIPMENT AND SUPPLIES AT PACKERS' CONVENTION.

Introducing Products to Newcomers

Wilson Provision Company Finds "Welcome Wagon" Plan Profitable

By HARRY L. SPOONER

GETTING newcomers to the city interested in its products immediately after their arrival, and securing their goodwill so they will continue to ask for these products, are the objectives behind the participation of the Wilson Provision Company, of Peoria, in what the operator of the plan calls the "welcome wagon" plan.

The plan consists in contributing a half pound of its bacon in a gift basket to newcomers. In this basket are contributions from ten other business houses in other lines: a pound of coffee from a wholesale grocer; a loaf of bread from a baking concern; a package of cleanser from the distributor of this product; a carton containing ten or twelve drug items from a local chain drug store; a reading lamp and a coupon for a free lunch at its cafeteria from a department store; a coupon for a free finger wave from a beauty shop; one for a can of oil from a gas and oil company; an ash tray from a bank; a clothes brush from a cleaner and dyer; and a coupon for a month's subscription to a daily and Sunday newspaper.

The operator of the plan secures the list of newcomers every day from the gas and light company. The participants in the plan deliver their contributions in quantity to her home. She makes up the baskets and delivers them personally, using her own car, which she terms, very appropriately, a "welcome wagon."

In making the delivery, she explains that the basket is a tangible expression of welcome from the leading business houses of the city. She explains where the various firms are located. In all this talk, she tries to keep the element of direct advertising out as much as possible.

But she does more than this. She acts as a hostess to the newcomer, giving information of the location of churches, schools, fraternal organizations, physicians, dentists, and anything else desired. In fact, she acts as a regular bureau of information. She leaves her telephone number so the gift recipient may call her at any time for any further information she may want.

"The results of this plan have been very satisfactory to us," says William H. Schmidt, secretary and manager of the Wilson Provision Co. "While we cannot point to definite results, as we do not come in direct contact with the buyers of our products, we are satisfied that the plan helps us maintain our business. By its use, we let people know we are here—that we produce a superior quality of bacon and other meat products—and that our products can be secured from any meat dealer. With a half pound of bacon for trial, the newcomer proves to her own satisfaction that our product is of superior quality. Thereafter she asks for our bacon by name. This makes it quite essential for the meat dealer to handle our brand.

"Then, the fact that we appreciate the trade of the newcomer enough, and have enough confidence in our product, to allow her to give it a free trial, pre-disposes the housewife in our favor. Added to this is the appreciation of the kindness of the operator in giving information on anything the newcomer may wish to know. All in all, we believe the welcome wagon plan to be the most effective of anything we have ever tried to secure favorable reaction of newcomers to our products."



WELCOMING NEWCOMERS.

The operator of the "welcome wagon" as she appears when on the job.

PACKERS' CONVENTION PROGRAM

(Continued from page 21.)

"B. A. I. Participation in Live Stock Adjustment and Relief Measures," Dr. John R. Mohler, chief, Bureau of Animal Industry, Washington, D. C.

"Situation in the Cattle Industry," Chris J. Abbott, member Executive Committee, American National Live Stock Association.

SESSION III

Tuesday, Oct. 16, 10 a. m.

"How the Retail Meat Industry Must Adjust Itself to New Conditions," George Kramer, chairman of the board, National Association of Retail Meat Dealers.

"Modern Trends in Retail Meat Merchandising," Stephen A. Douglas, director of meat sales, Kroger Grocery & Baking Co., Cincinnati, O.

"Factors in Distribution Cost," Prof. Fred E. Clark, Northwestern University.

"Use of Lard in Cake Making," Jennie Fisher Cawood.

Questions and Answers on Lard.

SESSION IV

Tuesday, Oct. 16, 2 p. m.

"Better Selling—Our Present Greatest Need," I. M. Hoagland, vice president, Armour and Company.

"Does Inventory Appreciation Represent Profit?" Jay C. Hormel, vice-chairman, Institute of American Meat Packers.

"The Packer's Position: Some Things He Can Do to Help Himself and Some Things the Institute Can Do to Help Him," Wm. Whitfield Woods, president, Institute of American Meat Packers.

Business Session.

Reports of Committees.

Election of Officers.

ANNUAL BANQUET

Tuesday, Oct. 16, 7 p. m., Palmer House.

Speaker:

Chester C. Davis, Administrator, Agricultural Adjustment Act, Washington, D. C.

HAVANA CUSTOMS HOUSE FULL.

Quantities of lard and cured meats were either in the Havana customs house or on the way at the time the reciprocal tariff agreement between Cuba and the United States became effective on September 3. According to a report of the American ambassador to Cuba, there were 1 million pounds of lard in the customs house and further orders totaling another 1 million pounds had been placed. In addition, shipments of more than 1 million pounds of sweet pickle and dry salt meats were reported en route. Orders for 250,000 pounds of cottonseed oil were placed shortly after the treaty was signed. The Havana customs house was reported to be filled to overflowing with various products awaiting entry following the effective date of the treaty.

Power Cost Cut to Fraction of a Cent

**Packer Makes Steam and Power with New Equipment
And Will Pay for It Out of Savings in Two Years**

MEAT packers realize more and more that one of their greatest savings—if not their greatest saving—is to be made in steam and power costs.

Since THE NATIONAL PROVISIONER began its Steam and Power Savings Campaign nearly two years ago many packers have given more attention to this point than they had heretofore.

Packers like Decker and Wilson led the way (see THE NATIONAL PROVISIONER of September 9, 1933, and March 24, 1934.) Their tremendous savings are a matter of record.

Two years ago the Kohrs Packing Company, Davenport, Iowa, made a study of its steam and power situation, and with a comparatively small investment is now making both steam and power—and is burning no more fuel than before power equipment was installed.

Will Pay Out in Two Years.

The company requires approximately 1,400,000 k.w. of electrical energy yearly, for which it paid an average of 1.1c per k.w., or a total of somewhere in the neighborhood of \$15,400.

This sum, less the fixed charges on the new generating equipment—which are small because the investment was comparatively modest—is the net yearly profit on the company's venture into power generation.

This profit represents a return of about 50 per cent on the cost of bringing the power department up-to-date. In other words, the entire cost of the power plant improvement was paid for in about two years.

Economical Ways to Obtain Process Steam.

In generating power for the operation of meat plant equipment the Kohrs Packing Co. is taking advantage of a situation that probably exists in a majority of meat packing plants—a concurrent demand for steam and power—to make power as a by-product of the plant's process steam demand.

In the meat packing plant steam at two pressures is required for processing and manufacturing—

1—At 60 to 80 lbs. for rendering and operation of steam-driven ammonia compressors, pumps, etc.

2—At 1 to 5 lbs. for building and smokehouse heating, cooking, etc.

It makes little difference, so far as

This is the tenth in a series of reports by THE NATIONAL PROVISIONER Steam and Power Saving Service, based on data furnished by cooperating packers.

processing results are concerned, how the meat packer obtains steam for rendering and machine operation, and for building heating, cooking, etc.—providing a sufficient supply for all needs is available at all times.

But there are costly and economical ways of obtaining steam at these pressures, and in this angle of his power department the packer should have more than casual interest.

Exhaust from Engines Furnishes Low Pressure Steam.

Low pressure steam suitable for building heating, cooking, etc., may be obtained by putting steam at boiler pressure through a pressure reducing valve. This is the more costly way.

The general practice, except perhaps in a few plants that are over-electrified, is to put steam at boiler pressure through ammonia compressor engines, pumps, etc., and to exhaust this steam at a back pressure of from 5 to 10 lbs. This steam is then fed into the low-

pressure process steam line and used throughout the plant where processing at lower temperatures is done.

In this way the packer obtains steam at the temperature required, which for all practical purposes is about as valuable as steam at the same pressure obtained through a pressure reducing valve. But in the process of reducing the pressure to that required he obtains power as a by-product of the low pressure steam demand and makes a saving in his fuel cost.

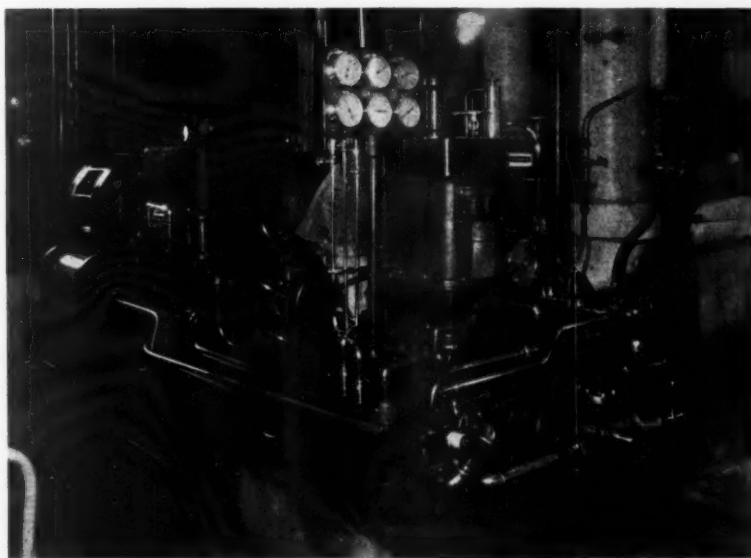
The packer could follow a similar method to obtain steam at a pressure suitable for rendering—say 80 lbs.—by substituting a bleeder type turbine for a reducing valve, and manufacturing power as a by-product of this higher steam demand.

Power a By-Product of Process Steam.

What happens in this case may be described briefly as follows:

Steam at boiler pressure of say 200 lbs. is fed to the turbine. This steam is expanded to the pressure required for processing—60 to 80 lbs.—at which point as much of it as is required is automatically extracted or bled from the turbine.

The remainder of the steam passing



MAKES POWER AS BY-PRODUCT OF PROCESS STEAM.

Turbo-generator set in service for over two years in the plant of the Kohrs Packing Co., Davenport, Ia. It furnishes power for equipment operation, no more coal being burned under boilers than when power for plant operation was purchased. Turbine was manufactured by the Murray Iron Works, Burlington, Ia., and generator by the General Electric Co. The unit has a capacity of 375 K.V.A.

through the turbine may be bled at a still lower temperature, if there is need for such steam, and exhausted against a back pressure of 5 to 10 lbs., or condensed, depending on the particular conditions existing.

In expanding the steam from the boiler pressure of 200 lbs., or higher, to the processing pressure of 60 to 80 lbs., power is produced. The steam supplied at the latter pressure to the processing departments is just about as valuable as steam at the same pressure produced through a pressure reducing valve. But in the process of producing this lower pressure the packer secures power as a by-product of the process steam demand.

In other words, he secures steam at the pressure needed, and at the same time produces power which he would have to buy if he had no bleeder turbine installed. *He produces the pressure he requires in the economical way.*

Process Steam Furnished in Amount Needed.

In principle, what the Kohrs Packing Company did in its engine room was merely to replace a pressure reducing valve with a bleeder type turbine. Steam at a boiler pressure of 185 lbs. is fed to this turbine and power generated.

But instead of using all of the heat in the steam to make power, the turbine extraction mechanism is set to deliver steam to the process steam line at a pressure of 80 lbs. Some of this 80-lb. steam is used to operate steam-driven ammonia compressors, pumps, etc., and the remainder, in the amount required, for rendering.

Steam from the ammonia compressor engines, pumps, etc., is exhausted against a back pressure of $\frac{1}{2}$ to 1 lb. and is used for building heating, cooking, feed water heating, etc.

Kohrs is producing steam at 80 lbs. and at $\frac{1}{2}$ to 1 lb. in the amounts required for processing, and in doing this picks up the power required for plant operation without adding to the power bill—A CLEAR GAIN.

Amount of steam extracted from the turbine in the Kohrs plant is governed automatically by the needs for steam at 80 lbs. pressure for rendering and driving steam-operated equipment.

It is obvious, therefore, that the greatest economy of operation can be obtained only when steam and power demands are approximately equal. If one considerably exceeds the other costs are increased.

Good Engineering Is Needed.

This is one of the reasons why good engineering is required to design a by-product power plant that will operate most economically.

One of the major problems in every

Paying Dividends Through the Power House

This is one of a series of articles showing the packer where he can make his greatest savings.

When completed it will be reprinted in pamphlet form. If you want a copy, fill out and return at once the following coupon:

The National Provisioner
407 So. Dearborn st., Chicago, Ill.

Please reserve for me a copy of "PAYING DIVIDENDS THROUGH THE POWER HOUSE," to be mailed when completed to the following address:

Name.....
Company.....
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City.....

case is to secure close balance between the plant's steam and power demands. And every plant is different. *There are no cut-and-dried by-product power plant designs and layouts that may safely be used.*

An exact balance between steam and power loads is not always possible. But in most cases it can be approached very closely by the use of auxiliary equipment, including boiler feed water pumps, air compressors, house water pumps, ammonia compressors, etc., arranged to be operated either by steam or electricity. This provides flexibility of operation and permits increasing or decreasing either steam or power loads to keep them in approximate balance.

Investment Comparatively Small.

With the exception of the new turbo-generator unit, some new piping and insulation and a rearrangement of auxiliaries to operate either by steam or electricity, the modernized power department of the Kohrs Packing Co. is essentially the same as it was when no power was generated.

Steam is made in two 250-h.p. water tube, gas fired boilers. A third boiler—a 350 h.p. water tube equipped with a chain grate stoker—is held mainly for stand-by service.

The turbo-generator has a capacity of 375 k.v.a. and is operated condensing. Steam for operating ammonia compressors, pumps, etc., and for rendering is extracted from this turbine at 80 lbs. pressure. Steam for low pressure processing, building heating, etc., is exhausted from the compressor engines and pumps, at a back pressure of $\frac{1}{2}$ to 1 lb.

Practically all of the steam-using equipment in the plant is jacketed, and about 70 per cent of the condensation is returned to the boiler room through a vacuum return system.

Peak load on the boilers is about 22,000 lbs. of steam. Peak refrigerating load is 220 tons.

In addition to the steam-driven ammonia compressors in the engine room there is also one motor-driven machine. This is used, when required, in combination with the steam driven compressors and auxiliaries, as steam and power balancing conditions require.

No Heat Is Wasted.

Appreciating fully that it costs money to produce heat, and that money is lost when heat is wasted, careful

consideration is given in this plant to prevent loss of heat units.

All piping throughout the plant is well insulated and the steam piping is large enough to keep line losses to a minimum. Water from the ammonia and turbine condensers is discharged into a hot well, from which it is pumped throughout the plant. This water has a temperature of about 130 deg. All condensation from jacketed kettles, rendering tanks, heating coils, etc., is returned to the boiler room.

As mentioned previously, the addition of the turbo-generator set has enabled the company to generate practically all of the power used in the packing plant as a by-product of the plant's steam demand, without any increase in the amount of fuel consumed. Power is still purchased by the company to operate some equipment in a business affiliated with the meat plant, and there is maintained a connection with the central station power lines so that in the event of an emergency power will be available for plant equipment operation. Steam-driven ammonia compressors, pumps, etc., can also be operated with steam direct from the boiler if turbine is shut down.

Power Costs a Fraction of a Cent.

The plant has a capacity to slaughter from 5,000 to 6,000 hogs per week, and a general meat packing business is done, including the manufacture of sausage. In addition the company operates a cold storage warehouse and ice manufacturing plant.

With the exception of the ice manufacturing plant, power for the operation of which is purchased, the company power plant furnishes steam and power for all these departments of the business. Steam is also sold to a creamery and buttermilk condensory.

Due to these various activities, in addition to the meat plant, to which steam and power are furnished, comparative unit costs for steam and power for the meat plant before and after bringing the power department up to date are difficult to determine. And it is doubtful if they were known, that they would give a true picture of the savings possible in a packinghouse of comparative size, because of the better efficiency obtained in this case because of the heavier steam and power load.

One thing is certain: This meat plant is now securing power with a cost for fuel no greater than before the power generating equipment was installed.

Under such circumstances it would seem that the only charge that might fairly be placed against the power generated in this plant is the fixed costs on the improvements. These, as mentioned previously, are small because of the comparatively modest investment—so small in fact as to bring the cost per kilowatt of power generated to a small fraction of a cent.

The power plant improvements were designed by J. H. Gehrmann, vice president and superintendent of the company, under whose supervision the equipment was installed. Other officers of the company are Frank Kohrs, president and general manager; John L. Kohrs, vice president; W. C. Gehrmann, secretary-treasurer.

Business Awaits Word on U. S. Policies

Reasons for Recovery Delay Stated by U. S. Chamber As a Result of Nationwide Survey of Opinion

RECENT survey of business by the Chamber of Commerce of the United States summarizes what this national body, representing all lines of business, believes to be the sentiment of business men throughout the country and what, in its opinion, would aid in increasing business confidence.

The Chamber reports that business desires a more deliberate approach to the problems involved in industrial recovery, and that business men are scrutinizing more closely the emergency measures which have been enacted into law with this end in view.

It believes that there is a general state of apprehension among business men of the country, who feel that recovery cannot be accomplished unless men are put to work and the wheels of industry turn much more generally and rapidly than at present. Continuous employment cannot be furnished by the government; and business and industry must have a restoration of confidence before they can function to this end.

Causes of Lack of Confidence.

This lack of confidence, the Chamber believes, grows out of causes which it lists as follows:

1. Enormous expenditures by the federal government, with rapidly increasing taxes, and uncertainty as to when and how the budget will be balanced.
2. Increasing activity in exercise of control over or management of private business by government bureaus and officials.
3. Increasing activity by the federal government in establishing or subsidizing enterprises in competition with private business.
4. Increasing strikes and violent labor disturbances.
5. Utterances by those who assume to speak for the administration which destroy confidence in the security of property and investments, and fill the minds of citizens with grave apprehension for the stability of the government and its financial integrity.

Therefore the Chamber—representing business men throughout the United States—is of the opinion that it would make much for the “restoration of confidence and the promotion of the general welfare of our citizens if the administration, speaking through the President, would make a definite state-

ment as to its policy and program” respecting the following subjects:

Policies Should Be Stated.

When and how is it proposed to balance the federal budget?

Is it the intention of the administration further to reduce the value of the dollar; if so, then to what figure and what shall be the content of the dollar so reduced?

Will the administration at the earliest opportune moment collaborate with other nations in an effort to agree upon a plan for international stabilization of exchange?

Will efforts of the administration be directed toward recovery by the encouragement of business initiative, with a minimum of government interference and control, and will it discontinue its activities in competition with private enterprise?

What is the administration's policy toward agriculture?

Is it the policy of the administration to continue the construction and development of public works not now needed?

Not Answered by the President.

These questions have not been answered categorically by the administration through the President. His feeling was that if he attempted to comply with the request of the Chamber of Commerce of the United States he would be called upon to do likewise by many other trade associations.

Another matter to which the Chamber has given special consideration through

a committee chosen for the purpose is the National Recovery Act. Because of the influence of the act on business and because of its emergency nature, legislation to replace NRA at the coming session of Congress is of especial interest. Although the committee is not making recommendations on the entire subject at the present time, it summarizes its conclusions as to some of the essential questions as follows:

Conclusions on the NRA.

“The National Industrial Recovery Act should not be reenacted or extended. In any new legislation that may be considered to take effect after the present law has been allowed to expire, there should be provisions under which the benefits of the National Industrial Recovery Act may be obtained and developed in the public interest, and the disadvantages may be avoided.

“New legislation should be limited in its application to businesses engaged in, or affecting competition in, interstate commerce.

“Definite exemption should be given from any existing legislation, including anti-trust laws, which might be considered in conflict with the new legislation.

“New legislation should permit each industry to formulate and to put into effect rules of fair competition and fair trade practices which receive governmental approval.

“The governmental agency should have only the power of approval or of veto.

“Rules of fair competition and trade practices formulated and approved as above should be enforceable against all concerns in the industry.

“There should also be opportunity for members of an industry to enter into an agreement as to fair competition and trade practices, with governmental approval as above, to be enforceable only against members of the industry that become parties to the agreement.

“The new legislation should give an express right to an industry, or to the parties in an industry to an agreement, to terminate an approved code or agreement upon reasonable notice to the governmental authority and a corresponding right for the governmental authority to terminate upon reasonable notice.”

Labor Policies Are Reviewed.

Considering specifically the labor provisions of the NRA, to which it wishes to give further consideration, “believing that experience has now amply demonstrated that these are matters of crucial importance,” the committee has reached the very earnest conviction that “the public interest, as well as the rights of individual employers and in-

(Continued on page 29.)

When Processing Taxes and Crop Control End

“Crop control and other devices of the AAA, with attendant processing taxes, will pass out as soon as the consumer is paying a fair percentage of his dollar to the farmer for his products. This the consumer is not yet doing.”

Secretary of Agriculture Wallace was thus quoted in newspaper reports of his speech before the Mortgage Bankers' Association in Chicago on October 4.

“Any substitute for this crop control plan would be worse than the plan itself, I fear,” continued Secretary Wallace.

Practical Points for the Trade

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Frozen Meat Values

A wholesale meat dealer asks regarding losses in the nutritive value of frozen meat. He says:

Editor The National Provisioner:

Has anyone ever determined the actual loss of meat when it is stored in a sharp freezer, basing the loss on a percentage of the nutritive value? In other words, if I buy a quarter of beef, cut it up into roasts and steaks and place it in a sharp freezer at a temperature of say 5 to 15 degs. above zero, hold it at this temperature from 5 to 30 days, take out a roast or steak at a time and allow it to thaw in natural temperature, what per cent of the nutritive value is lost by this method?

There are so many factors involved in this situation that it is almost impossible to give an exact reply. The amount of juice lost in the defrosting process would have a great deal to do with the loss in nutritive value, and the time and method of freezing would have considerable influence on losses incurred during the defrosting process.

Moulton, in his book "Meat Through the Microscope," points out that the several factors which determine the changes which take place during freezing and thawing may be summarized as follows:

1. The pretreatment—the temperature conditions in the carcass at the time of freezing, together with the time interval that has elapsed between slaughter and freezing.
2. The lowest temperature attained and the changes in the temperature while in the frozen state.
3. The rate of freezing.
4. The mode of thawing.

Mutton and poultry retain their original qualities and properties after being frozen while pork, and especially beef, suffer changes. However, if meat of any kind is frozen quickly, at a temperature of from 20 to 40 degs. below zero, the ice crystals which form in the meat are very small and when it is defrosted very little of the meat juice is released. Consequently meat so frozen suffers little change in the defrosting process. On the other hand, meat frozen slowly, at a temperature of zero to 5 degs. above, is likely to form rather large ice crystals which tend to break down the cell structure and release the juices when defrosted.

In countries where meat is frozen extensively it is pre-chilled and then frozen at a temperature of 5 degs. above zero. After it is thoroughly frozen it is stored at a temperature of 14 degs. above zero. It is defrosted slowly and evenly at a temperature of 37.4 degs. F.

Newer methods of freezing coming into use in this country are those employed by the process known as the Birdseye and the "Z" process. Either of these of course call for special equipment. However, with these systems, the defrosted product is very similar to strictly fresh meat and lacks the handicaps suffered by meat frozen at zero or 5 degs. above.

Pressed Spiced Beef

A packer who wants to make a pressed, spiced beef loaf says:

Editor The National Provisioner:

We want to make a good spiced beef loaf. Can you tell us how to handle this product? Is it possible to stuff it and get good results?

Spiced beef loaf or stuffed spiced beef is a very delicious product. It is easy to make and should find a good outlet in most any sales territory.

For this product, use the lean beef from chucks, rounds or rumps. Cure the same as corn beef, using a 65 deg. pickle. Do not cut the pieces too large but of a size so that they will cure in 8 to 10 days. Old cured beef will not make good spiced meat. In curing beef for spiced loaf, add a little allspice and cloves to the pickle which will give the meat a good spice flavor.

When the meat is cured, soak in cold water 2 or 3 hours, wash off clean, put

in the cooker and cook 2 hours at 210 degs. F. Then cut the meat in strips about one inch thick. If a press is used, place the meat in layers in the press and when it is full, pour gelatine water over it. Do not use too much water but just enough to fill any space between the pieces and close the press cover tightly. If put into pans, see that a cover is used to hold the meat down firmly.

Put in the cooler overnight. The next morning, open the press or remove the cover and if more gelatine water is needed add and let stand until well set.

When putting the meat in the press, sprinkle in some allspice and cloves, according to taste. The gelatine water is made by using 1 lb. of gelatine to 6 lbs. of hot water, stirring well until the gelatine is all melted.

This product is also stuffed in cellulose containers. After stuffing, the necessary gelatine water is added, the product being handled in much the same way as head cheese in Viskings.

LARD STANDARDIZATION.

"Lard as it is sold today, with the exception of a few brands or grades, is an unstandardized product. Because of this lack of standardization many consumers have come to regard lard with disfavor, and accordingly it suffers greatly from intense competition from lard substitutes. These substitutes, for the most part, are highly standardized."

These statements are contained in a bulletin on "The Lard Market at Home and Abroad," issued recently by the Iowa experiment station. The bulletin states further that the factors chiefly responsible for lack of standardization of lard are widely scattered production, difficulties of packers in manufacturing thoroughly standardized lard grades, and the fact that many packers are involved in both the lard substitute and lard business.

It is stated that the sale of lard substitutes has increased in recent years until today about two-thirds of a pound of substitutes is consumed for each pound of lard. The authors declare that "to improve the domestic market position of lard and aid it in its competitive struggle against lard substitutes will necessitate the manufacture of a thoroughly standardized product superior to that commonly sold today."

Do you use this page to get your questions answered?

Bacon for Slicing

Many packers who make sliced bacon are not having satisfactory results. They handle the bacon for slicing as if it were to be sold as slab bacon. *This cannot be done.*

If the bacon is not carefully handled, cured and smoked the product is likely to mould when it is sliced and packaged, especially if it is held in the retail market for some days.

Sometimes the packer thinks this is the fault of the wrapping or container. This is not the case. *The trouble is in the method of handling.*

Instructions for preparing bacon for slicing have been prepared by THE NATIONAL PROVISIONER. Subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me instructions on
"Bacon for Slicing."

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

Smoking Bulk Sausage

Can pork sausage in bulk be smoked? A sausage manufacturer who uses cellulose casings says:

Editor The National Provisioner:

We have understood that it is possible to smoke bulk pork sausage stuffed in Viskings. Is this true? If so, how is it done?

Also will you give us the seasoning for fresh pork sausage and let us know what percentage of fat and lean trimmings we should use for best results, not only with the fresh pork sausage but with the smoked.

Some users of cellulose containers take their pork sausage which is stuffed in the 1-lb. containers and put it through the smokehouse before shipping. Where this is done, the product is smoked at a temperature of 85 to 90 degs. F. for 14 hours. Only strictly fresh pork, 70 per cent lean, should be used. The meat is ground through the 3/16-in. plate, and is seasoned as follows:

2½ lbs. salt
3 oz. saltpeter
1 oz. sage
4 oz. red pepper
2 oz. paprika

for each 100 lbs. of meat.

For fresh pork sausage, country style, it is recommended that 30 per cent lean pork trimmings and 70 per cent belly trimmings be used. These are ground through the 3/16-in. plate. Some producers use only salt, pepper and a little garlic in seasoning this sausage while others like a more highly seasoned product and use the following:

¼ oz. red pepper
4 oz. white pepper
1 oz. sage
½ oz. mace
¼ oz. marjoram
¾ oz. coriander

and salt to taste. There are liquid spices especially prepared for use in pork sausage which may be substituted for the above if desired.

This coarse ground meat may be stuffed in cellulose containers which will hold just 1 lb. or in the "pattette" which is marked to slice in patties of a size desirable for individual service.

A TON OF REFRIGERATION.

One ton of refrigeration is equal to approximately the cooling effect obtained by melting 2,000 lbs. of ice in 24 hours. One ton of refrigeration equals 288,000 British thermal units (B.t.u.) per 24 hours. This is cooling at the rate of 200 B.t.u. per minute. It usually is figured that it requires 1.6 tons of refrigeration to produce a ton of ice, as the water must first be cooled to the freezing point and various other losses must be made up.

BELLY TRIMMINGS.

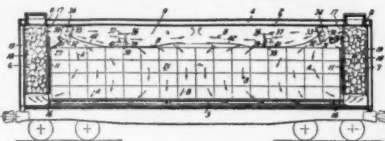
Why is it so important to check belly trimmings? Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

Recent Patents

New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office will be described in this column.

Apparatus for Precooling Cars.

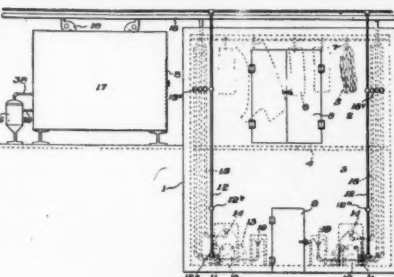
Walter C. Phillips, San Francisco, Calif. This refrigerator car has refrigerant bunkers at either end separated from the load compartment by a bunker wall with openings top and bottom. This bunker wall has a removable par-



titution for closing the top opening. A fan is mounted on the bunker wall for forcing cooled air from the top of the bunker compartment toward the center of the car. Another fan is stationed at either end half way between the bunker and the center of the car for the same purpose. Granted July 10, 1934. No. 1,965,802.

Method of Smoking Meats.

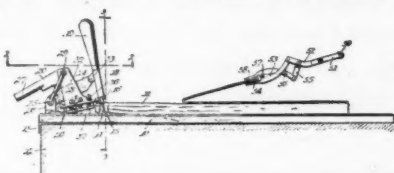
Leo Laubham, Millvale, Pa. The meats are placed in a treating chamber above a smoke chamber. Dry-steam heated air is generated in a separate chamber and conducted through the smoke chamber below the treating



chamber. This generates a flameless curing smoke in the smoke chamber independently of the meat heating means, at the same time passing the smoke and treating medium into the treating chamber in uniform contact with the meats. Granted July 10, 1934. No. 1,965,959.

Bacon Skinning Machine.

Christ A. Lorenzen, Altoona, Pa. This machine has a clamp for securing a slab of bacon to a base in position to be stripped of its rind. The clamp



comprises a stationary jaw, a movable jaw pivoted to swing to and from the stationary jaw and an operating lever disposed in operative relation to the movable jaw, moving it toward the

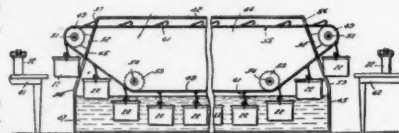
stationary jaw. The operating lever is fulcrumed in a supporting bracket, the fulcrum being displaceable against the action of resilient means to limit the effective operating force applied to the movable jaw by the lever. Granted May 29, 1934. No. 1,960,643.

Removing Impurities from Fats and Oils.

Arnold Freiburg, Harburg-Wilhelmsburg, Germany, assignor to the firm of Harburger Olwerke Brinckman & Mergell, Harburg-Wilhelmsburg, Germany. The fats and oils are subjected to the action of small quantities of concentrated phosphoric acid. The mixture is then heated to about 70 deg. C. stirring it constantly. A small quantity of cellulose is then added, leaving the mixture to the action of the phosphoric acid and the cellulose and filtering. Granted July 3, 1934. No. 1,964,875.

Method of Freezing Food Products.

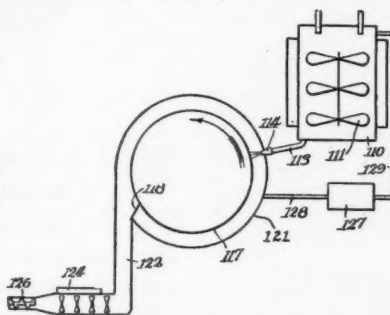
John M. Young, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y. This method consists of packing a food product in a container which is a poor conductor of heat. The container is then sealed and enclosed



in another container which is a good conductor of heat. The whole is then subjected to a freezing temperature by immersing the same in a liquid refrigerant, thereby rapidly extracting the heat from the product into the outer vessel and from there into the refrigerant until the product is frozen. After this treatment, the container will retard the reabsorption of heat into the product. Granted July 10, 1934. No. 1,965,624.

Margarine Process.

Marvin C. Reynolds and Albert K. Epstein, Chicago, Ill. This method of making margarine comprises forming a liquid emulsion of oleaginous material and aqueous material. The liquid emulsion is subdivided by the application of force through an orifice, to form a rela-



tively flat spray of finely divided emulsion. The spray is projected onto a rotating refrigerated drum applying only a single layer of the emulsion to the drum and allowing it to solidify without appreciable fractional crystallization. The solidified emulsion is then scraped from the drum. Granted May 15, 1934. No. 1,958,975.

Did you ever see a Carton selling?



★ Drop in and see us at the
Convention — Booth 33.

WATCH women buy. We do. We've seen thousands of sales actually made by the suggestive influence of a properly designed carton. In our study we've developed a 5-point formula for successful cartons like the ones illustrated. A notation on your letterhead will bring you complete information.

SUTHERLAND PAPER COMPANY
KALAMAZOO, MICH.

Oppose Inroads of Government On Private Business

SOME sixty trade association and business executives met in Chicago this week and launched a movement against the increasing inroads of government on private business.

The meeting was called by the Illinois Manufacturers Association.

It was the opinion of those present that the proper function of government is to protect its citizens in the pursuit of their normal activities, rather than to compete with them in their private enterprises, and that the confidence of American business is being seriously undermined by the recently developed practice of the government in establishing state or federal facilities for the manufacture of a large variety of articles for relief and other purposes.

It was pointed out that although the federal government disclaims any policy of entering the field of private business, "nevertheless there are agencies of the federal government who manifestly are seeking the socialization of business."

Resolutions Adopted.

As a result, the following resolution was passed:

"Resolved, that the government be urged by proper representatives of all types of business enterprise to put an immediate end to the growth of government in business and that the business man be promptly and definitely assured that the taxes he pays to support the government will not be used to compete with him."

Copies of the resolution will be sent to the President, to members of and candidates for Congress, to the Federal Emergency Relief Administration, and to the members of and candidates for the Illinois General Assembly.

A petition was addressed to the Chamber of Commerce of the United States and to the National Association of Manufacturers, urging that they ask the federal government to abandon its competitive enterprises as well as those of encouraging state agencies to enter business in competition with private enterprises.

Ask All Business to Unite.

Following is the full text of this petition:

"We earnestly petition the Chamber of Commerce of the United States of America and the National Association of Manufacturers to take immediate and adequate steps to protect the American business structure from the direct and unprecedented competition of the government.

"Such protection means obtaining cessation of the recently inaugurated governmental practice of buying, leasing and/or operating plants, directly or through state or local agencies, for the manufacture of ordinary articles used for relief purposes. It does not mean the cessation or diminution of relief activities and has no bearing on this question. It involves solely the basic issue whether the function of our gov-

ernment is to protect citizens in the exercise of their rights and in the pursuit of their activities or whether it also includes competition in business by the Government with its own citizens.

"The rapidity with which the federal government and state governments with federal inspiration and through the aid of national funds have been extending their operations into the field of private enterprise is startling. We submit that use of our public funds for the establishment of new projects which compete directly with its citizens is an improper function of a government of the people.

"The importance of this movement on the part of the federal government on the future of our whole system of private property, private enterprise, freedom of action, individual initiative and equal opportunity for all, cannot be over-estimated.

"We declare that the government should protect the citizen and should not compete with him. We declare that the contrary method that is being increasingly employed is a delay to economic recovery because it increases facilities already excessive, it entrenches bureaucratic competition with the citizenry, it reduces the opportunity for gainful employment, it is a powerful deterrent to confidence among millions of our people who are engaged in private enterprises throughout the country and consequently is a drag upon the rehabilitation of industry, which is essential to recovery.

"We urge that government competition with private enterprise be ended and that thereby industry be reassured of the right of the citizen to engage in the production of supplies and commodities without the fear that the taxes he pays to the support of the government will be used to compete with him.

"This petition is non-partisan, non-political. It in no way challenges the necessity or quantity of relief. It is in no sense a criticism of the administration or of the head of the relief agencies. It is our belief that the establishment of the government as a manufacturer of trade commodities is no part of the administration's policy but is merely the project of certain executives in the Government agencies who see nothing amiss in the socialization of business. We do think, however, that if the Chamber of Commerce or the National Association of Manufacturers will call attention to what is being done, a continuance of the Government in its role of manufacturer thereafter will involve a clearcut responsibility which the head of the administration and of the federal agencies most concerned must fully assume.

"The developments in connection with which we are asking your aid are directly opposed to the stated policies of the National Association of Manufacturers and of the Chamber of Commerce of the United States of America. We, therefore, respectfully request that the Association and the Chamber bring the same viewpoint expressed herein, which is also the viewpoint of the membership of the two organizations, to the attention of the President. We also

urge that both the Chamber and the Association make or reiterate an immediate and clearcut public declaration of principle concerning the issue here involved and concerning the fact that the projects mentioned are directly counter to the expressed policies of the Chamber and of the Association.

(Signed)

Frank E. Rice, Executive Secretary, Evaporated Milk Association

A. P. Haake, Managing Director, Furniture Manufacturers' Association

W. W. Woods, President, Institute of American Meat Packers

M. O. Maughan, Executive Secretary, Milk Council Incorporated

Paul Collier, Secretary - Manager, Northeastern Retail Lumbermen's Association

Roberts Everett, Executive Vice-President, Dairy & Ice Cream Machinery & Supply Association

C. A. Pickett, Secretary-Treasurer, Texas Trade Association Executives

H. N. Hiles, Manager, American Veneer Package Association

Leslie C. Smith, Secretary, National Association of Ice Industries

Herbert Gutterson, President, Institute of Carpet Manufacturers of America

Tanner Freeman, Executive Secretary, Employing Photo-Engravers Association

Howard P. Beckett, Commissioner, National Paper Box Manufacturers Association

North Storms, Secretary-Treasurer, National Glass Distributors' Association

S. G. Gorsline, Secretary, Canning Machinery and Supplies Association

E. P. Chalfant, Executive Vice President, National Standard Parts Association

George Livingston, Executive Vice President, Millers' National Federation

W. F. Jensen, Secretary-Manager, American Association Creamery Butter Manufacturers.

BUSINESS AWAITS WORD.

(Continued from page 25.)

dividual employees, require amendment at the earliest practicable moment of the so-called labor clauses which by reason of the requirements of Section 7 (a) of the present law are imposed upon the members of each industry and each field of business that has a code.

"It should be made unmistakable that the collective bargaining which is contemplated is bargaining with representatives of all groups of employees that desire to act through spokesmen, and that neither the right of a minority group to deal collectively nor the direct right of individual bargaining is precluded.

"It should be made equally explicit that the right of employees to choose their own representatives is to be free, not merely of coercion on the part of employers, but from coercion from any other source.

"The condition that employment of any person is not to be made dependent upon membership in one type of employees' organization should be extended to membership, or non-membership, in any type of labor organization."

SAUSAGE SALES JUMP

in latest store test!



A TEST in four different stores...link pork sausages in Cellophane transparent wrapping, sold right alongside of loose link sausage.

The net result? Very interesting to all packers. Whenever the units in Cellophane were put on display, *total sausage sales jumped far ahead of previous records.*

ALL THESE DATA ARE AT YOUR DISPOSAL

You will want to see the complete account of the sausage test with all details. Unbiased comments by many retailers are also included. Just write: Du Pont Cellophane Company, Inc., Empire State Building, New York City.

Cellophane

TRADE MARK

"Cellophane" is the registered trademark of the Du Pont Cellophane Co., Inc.



A Page for the Sausage Manufacturer

Profits in Quality Sausage Depend on Knowing How to Sell As Well as How to Make

A MID-WESTERN sausage manufacturer who has been making products to sell at a price—and getting nowhere—decided about a month ago to change his policy, produce quality products and attempt to build consumer demand for them.

In a recent letter to THE NATIONAL PROVISIONER he complains rather bitterly about the results. His products are first class, he feels, but he has been unable to sell them in any considerable volume in competition with cheaper sausage. After giving quality products a trial he has about decided, he says, to go back to producing cheap goods.

So many sausage manufacturers are "making good" with quality products that the only conclusion that can be arrived at in this case is that this sausage manufacturer's merchandising methods are faulty. It seems possible that his first mistake was in too much haste. It appears that he gave too little thought to merchandising quality products after he had produced them.

Price Competition Is Easy.

Almost any sausage manufacturer can make quality products if he wants to. If selling these products were as easy as making them, there probably would be no low quality sausage produced. A reason for sausage made to sell at a price is that it is less difficult to merchandise. And this also explains, by the way, why the quality kind, well merchandised, is the profitable kind for the sausage manufacturer.

The sausage manufacturer too often is not a good merchandiser. His training has been in production, not selling. And it seems strange that he is so reluctant to have some one whose specialty is merchandising plan his advertising, selling and merchandising policies for him.

This sausage manufacturer never had done any advertising; his name is practically unknown to consumers. In his territory are sausage manufacturers who have been producing quality products for years and doing intensive work to build consumer good will for them. Yet, because he placed a few advertisements in his local newspaper and failed to secure a large volume of business, he immediately concludes that there is no market for quality products.

If a sausage manufacturer neglects important details in the production of

sausage, he is not surprised when the results are not up to expectation. If trouble of one kind or another develops, he does not conclude that it is impossible to make good sausage, but finds the trouble and corrects it. If he cannot get his production right he calls in an expert.

Knowledge Worth What It Costs.

Why not follow the same rule in selling?

Good products can be sold with proper advertising and merchandising efforts. And correct methods in merchandising are just as necessary for good results as proper methods in the plant are necessary for the production of quality products.

Were a trained advertising and merchandising man to attempt to make quality sausage no one would be surprised if he failed. Nor would he get very much sympathy if he neglected to hire an expert sausagemaker to operate his plant for him.

But much as the expert sausage manufacturer appreciates the need for knowledge and experience in the sausage plant, he often fails to acknowledge the need for specialized brains and training in selling his sausage.

ADVERTISING SAUSAGE.

While some sausage manufacturers have built up a large profitable volume on a single specialty, more find it profitable to manufacture a rather complete line of sausage and "ready-to-serve" products. Fixed costs are thus distributed over a larger volume.

But many packers and sausage manufacturers do find it profitable to specialize more or less, particularly in their advertising. It is easier, they believe, to build up a reputation and consumer demand for a single product than for a large number. And with one product well popularized, the good will it gains is shared, in a large measure, by all the other products bearing the brand or trademark. Consumers naturally associate quality of one product with the others.

It is not unusual, therefore, to find sausage manufacturers who spread their advertising appropriations over a few products. Often, when the money available for advertising is limited, it will be spent on one product, with the intention when a good market for this particular sausage has been created to enlarge advertising activities to include others. Many a business has been built to sizeable proportions in this manner.



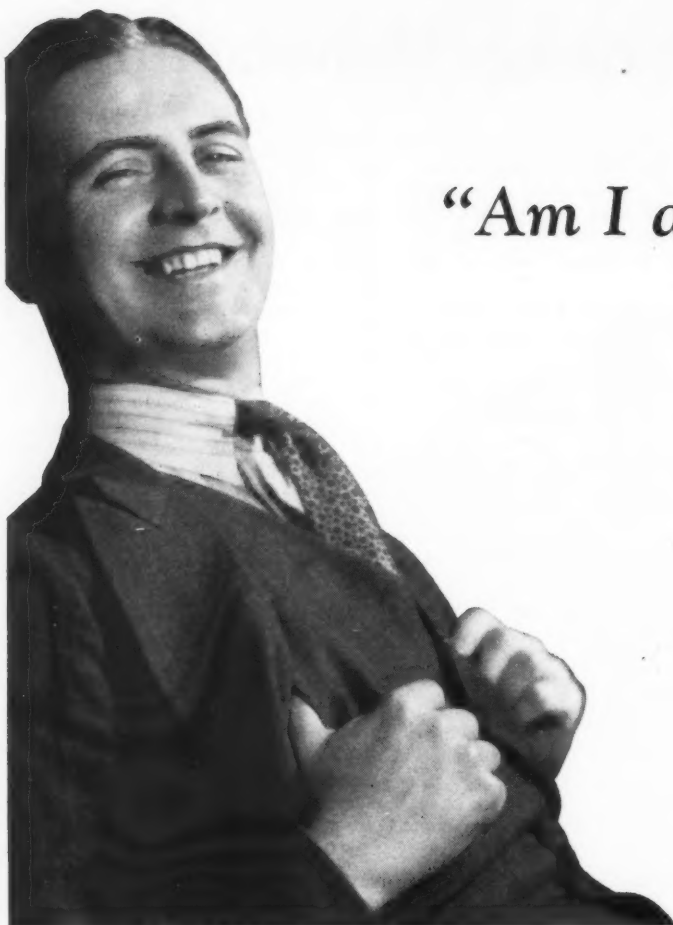
FRANKFURTS SOLD WHEN PACKAGE WAS DRESSED UP.

The merchandise manager of Hutzler Bros. & Co., Baltimore, Md., one of the largest department stores in the city, recently refused to stock a certain brand of high-class frankfurts in jars because he did not consider the package attractive enough. His advice was to dress up the package, and then see him again.

The dressing up was accomplished by wrapping the jar in an amber cellulose wrapper and by putting a good looking seal on the top and bottom. The result was that Hutzler Bros. accepted the frankfurts in their new dress and they are now being displayed and sold on the main floor of the store.

In discussing this incident with the buyer for the provision department, the merchandise manager said: "Of course the frankfurts sell very well now; they were in little demand previously. Merchandise has to be attractive to sell in a department store."

The illustration shows the improved package.



"Am I a wise guy!"

WHAT I know about insulation you could send from here to Mesopotamia for two cents.

"But I do know something about the provision business, and I don't mean maybe! I've found out a thing or two about trucking costs and about how to cut some of the corners. B.t.u.'s, heat transmission coefficients, water vapor absorption, don't give me a tumble. What I know about insulation, I know because I've been taken to town too many times not to have learned a thing or two for myself.

"From actual experience, I've learned to use Dry-Zero insulation, first, because it's good insulation, next, because it's the lightest I know of and saves dead weight."

PLAN NOW FOR FUTURE TRUCKS

You will save money by making a careful investigation of insulation. If you do this now, you can make proper plans for insulating your new trucks, or your present ones.

Any reliable body builder will give you complete information about Dry-

Zero. Or you can write direct to our Truck Insulation Department. Many manufacturers of bodies, trailers, trucks and refrigeration equipment have used Dry-Zero engineering service. Dry-Zero Corporation, Merchandise Mart, Chicago. Canadian office, 687 Broadview Avenue, Toronto, Ontario.

QUICK FACTS ABOUT DRY-ZERO

Efficient: Dry-Zero has the greatest insulating or heat stopping efficiency of any commercial insulant. Its rating is .24 B.t.u. The proper thickness of Dry-Zero for any desired temperature can be calculated accurately.

Light: Dry-Zero adds but little to over-all truck weight. It scales only 2 oz. per board foot. A truck with 300 square feet of body surface would weigh only 90 pounds more with 2 inches of Dry-Zero insulation. Dead weight saved means money saved. This has amounted to as much as \$230 per year on a one-ton truck.

Permanent: Dry-Zero is immune from rot or fungus. It will not settle, disintegrate or oxidize. Dry-Zero has frequently been used over again after being removed from worn out or obsolete bodies.

Clean: Never absorbs or develops odors, because Dry-Zero is 98% pure cellulose. Does not absorb moisture. This is further assurance of cleanliness and permanent insulation efficiency.

Available: It is no trouble to get Dry-Zero for one truck or 100. Any truck buyer can have Dry-Zero installed by his own body builder. Every reliable builder is familiar with this insulation. Complete information on any question about Dry-Zero may be obtained also from the Dry-Zero Truck Insulation Department.

DRY-ZERO
THE MOST EFFICIENT TRUCK INSULANT KNOWN

The National Provisioner

Refrigeration and Frozen Foods

New Truck Refrigeration Method Cools by Air Circulation

METHODS of using solid carbon dioxide for truck refrigeration, whereby temperatures are controlled to within very close limits, have greatly increased the effectiveness and economy of using this refrigerant for maintaining meat products in prime condition during distribution.

A number of these methods have been described in *THE NATIONAL PROVISIONER* from time to time. These range from simple arrangements relying on varying thicknesses of insulation in the CO₂ bunker to control the transfer of heat to the refrigerant, to more elaborate systems employing a secondary refrigerant and pipe coils within the truck body, through which this secondary refrigerant circulates.

Among the newer systems for securing positive temperature control within a truck body when using solid carbon dioxide as the refrigerant—one that has been tried out in the meat industry with very good results both from cost and efficiency angles—depends entirely on air circulation for both cooling and temperature regulation. No secondary refrigerant is used.

Temperature Governs Air Movement.

The system employs fans to circulate the air, operation of these fans being governed by a thermostat. Current for the operation of the fans is taken from the truck battery. The accompanying sketches of the cross-section of a refrigerated truck body shows how the system operates.

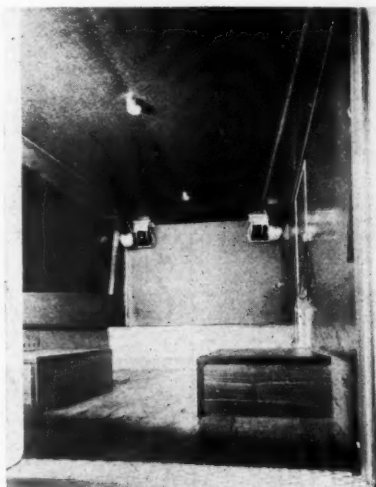
The refrigerant, usually solid carbon dioxide, is placed in an insulated compartment located at the bottom of the truck, where it does not interfere with loading space and is out of the way. The refrigerant rests on a ribbed plate, cooling it.

The control and electric fan equipment are placed in out-of-the-way places in the truck body, usually near the roof. By means of this blower equipment warm air from the food compartment is blown under the chilling plate, and from there back to the food compartment intermittently, under the control of the thermostat.

A separate blower is used to maintain circulation of air within the truck body, thereby maintaining uniform temperature throughout.

Air from the bottom of the body is

drawn down through a duct and circulated over the ribs of the cold plate. The cold air is then drawn back into the body at the top through another duct, so designed that the cold air is evenly distributed. As this cold air falls to the bottom of the truck body it absorbs heat from the load and the



INTERIOR OF STATOTHERM TRUCK.

Chilled air from under cooling plate is drawn by circulating fan in upper right hand corner through the long tapering manifold shown at right edge of ceiling. The second fan (agitating fan) draws in air from near floor surface and returns it through duct along left edge of ceiling, without passing it under cooling plate, maintaining air circulation in every part of body.

body walls, and is again circulated over the cold plate.

Thermostat Is Brain of System.

When the temperature of the air in

the body reaches the desired low point the thermostat actuates the intermittent motor which stops the intermittent blower, so that the air is no longer passed through the chilling duct. The other blower meanwhile continues to agitate the air within the body.

When the body temperature rises to any predetermined point, since no cold air is being introduced, the thermostat again actuates the intermittent motor, and the air from the body is again passed through the chilling duct.

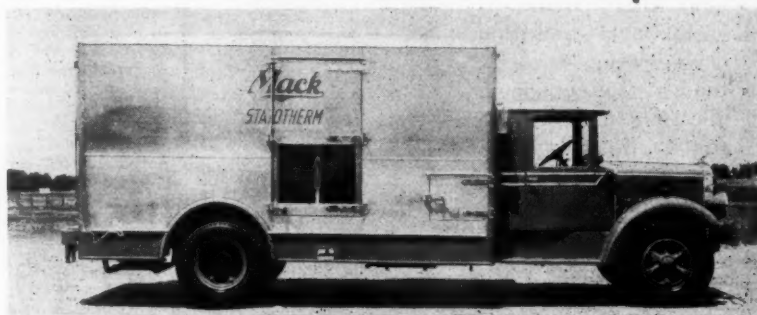
There is a slight variation of the temperature of the air within the body during the warming period, but it is a uniform variation of very short duration and causes only a minute change in the load temperature.

The thermostat is adjustable for any desired temperature, and also for any desired closeness of temperature down to less than one degree. It is the mechanical brain of the system.

Vibration Is Avoided.

Designed for use in motor truck service, it is vibration proof. This is accomplished by fastening the bi-metal helix at both ends, but still permitting it to rotate by change in temperature. The rod which the helix actuates is set in a vertical position and dynamically balanced, swerving and swaying of the vehicle having no effect on the mechanism. The head of the thermostat, carrying the electrical contacts and temperature scale, is placed outside the body.

The entire operation of the control and air circulating systems is electrical, current for their operation being drawn from the truck's storage battery. The amount of current used represents a very small additional load on the battery. Fans can be operated 48 hours on a fully charged battery, even though



REFRIGERATED TRUCK WITH STATOTHERM CONTROL.

Introducing a new feature of truck refrigeration, this Mack model BM chassis carries an aluminum body equipped with the Statotherm, a system of positive control whereby the temperature of the loading space is held within 1 deg. Fahr. of any point desired, uniformly throughout and for an indefinite period. Five thickness glass windows in side and rear doors afford a view of the lighted interior in which perishable foods are preserved.



Bristol's Electric Thermometer Controller, Model 377B.

Watching Temperatures saves money

TO KEEP costs down, speed up work, and produce better carcasses, processing temperatures must be closely watched. Particularly is this so in scalding and dehairing where the water temperature is determined by the length of vat and the rate of kill.

Plants equipped with Bristol's Automatic Controllers and Recorders have no difficulty in scalding hogs properly. Temperatures always are just right; neither too high to cook the hair into the hide, nor too low so that the hair is not completely loosened.

Furthermore a continuous chart record of each day's operation enables the superintendent to cut down idle time and decrease costs. Recommendations to fit your needs on request.



Bristol's Recording Thermometer, Model 340M.

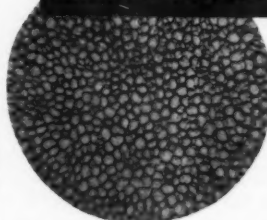
THE BRISTOL COMPANY, WATERBURY, CONN.
Branch Offices in Principal Cities • Canada: The Bristol Company of Canada, Ltd., Toronto, Ontario • England: Bristol's Instrument Co., Limited, London, S. E. 14.

BRISTOL'S

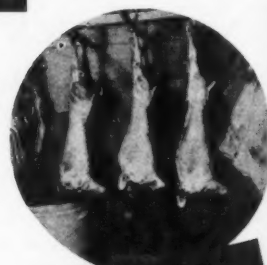
REG. U. S. PAT. OFF.

PIONEERS IN PROCESS CONTROL SINCE 1889

LOOK AT IT
under a microscope



Microphotograph showing cellular structure of cork. Each cell is airtight and contains the best insulator known to man—still air.



CHECK ITS
performance record

You'll discover

WHY EXPERTS AGREE:

"Cork is the ideal insulation for all cold storage work"

IN these days of strong claims and counter-claims about various kinds of insulation, it will pay you to weigh carefully the important advantages which are responsible for the thirty-year record of corkboard as standard insulation for all cold rooms. For today—even more than in the past—these advantages are vital to you in the economical maintenance of low temperatures.

Because of its natural physical structure, cork is a more dependable, permanent insulation than any other that nature or man has developed. Viewed under a microscope, cork shows millions of tiny cells. Entrapped in each cell is a minute quantity of still air—the best insulation against the passage of heat known, save a vacuum itself. In the making of Armstrong's Corkboard, only the cleanest, purest granules of this nonconducting cork are used.

Yet, a remarkably high efficiency in retarding the passage of heat is only part of corkboard's unusual perform-

ance. Equally important is its proved ability to endure the constant destructive effects of moisture and extreme low temperatures more successfully than any other insulation. Twenty, twenty-five, even thirty years of completely satisfactory service are common in the history of properly-erected Armstrong's Corkboard Insulation. And this means continued refrigerating economy . . . important savings in refrigeration costs . . . during the entire period.

Armstrong engineers will gladly consult with you on all your insulation problems, without obligation. The resources and experience of this nationally-known manufacturer are at your service at all times in solving most economically and most dependably your insulation needs. If you desire a representative to call, or if you wish further information, write to Armstrong Cork & Insulation Co., 952 Concord Street, Lancaster, Pennsylvania.



Armstrong's CORK INSULATION

FOR ALL COLD LINES

the truck engine does not charge the battery during this time.

Fans Operate Alternately.

This method of truck refrigeration was developed by Mack Trucks, Inc., Long Island City, N. Y. In the Mack display at A Century of Progress is a refrigerated truck in which this system, known as the Statotherm, is installed and in operation, maintaining temperatures constantly and uniformly to within 1 deg. Fahr.

Perishable foods within the truck are visible to the public through special five-thickness glass windows provided in each door. The doors are kept padlocked at all times.

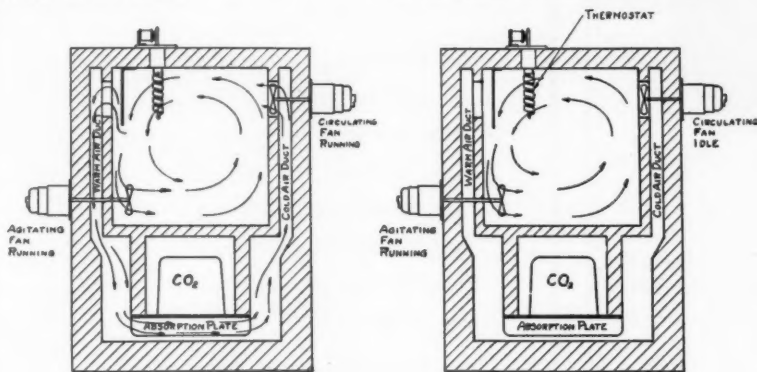


FIG. 1.

FIG. 2.

HOW TRUCK TEMPERATURE SYSTEM WORKS.

At the left (Fig. 1) the temperature within the truck body has increased and the circulating fan, shown near the top at the right, is running, drawing cold air over the cooling plate and discharging it into the refrigerated space. The agitator fan circulates the air within the compartment maintaining uniform temperature throughout.

At the right (Fig. 2) the temperature within the refrigerated compartment has reached the desired low point and the thermostat has shut off the circulating fan. The agitator fan continues to operate to keep all parts of the refrigerated space uniformly cooled. When the temperature rises the thermostat will start the circulating fan and cold air will again be discharged into the space.

As the system is installed in a truck at the Mack display at A Century of Progress, both circulating and agitator fans are installed near the roof. As soon as the proper temperature is reached, the circulating fan stops and the agitator fan starts.

As installed in this job, upon any variation of interior temperature above the setting desired a circulation blower is started, which draws air from the bottom of the body under a corrugated cold plate located in the ice compartment. The chilled air is returned to the truck body through a long tapering manifold along the ceiling. As soon as the desired temperature in the body is reached this blower stops and another blower starts.

This latter blower, known as the agitator blower, draws the air from near the floor and returns it through a duct along the left edge of the ceiling, without passing it through the air cooling compartment, thus maintaining a uniform temperature.

HOG COOLER REFRIGERATION.

What is the best arrangement of sprays and coils in your hog coolers? Read chapter 4 of "PORK PACKING," The National Provisioner's latest book.

REFRIGERATION NOTES.

The British Columbia Packers Co., Claxton, B. C., Canada, plans a cold storage and packing plant to include freezing equipment, to replace \$35,000 plant destroyed by fire.

The Indian River Refrigerating Terminal, Fort Pierce, Fla., recently purchased three 74-ton Frick refrigerating machines for use in precooling and storage plant now under construction. The plant is scheduled for completion before the end of the year.

Swift & Co. has a permit for building an addition to its city plant in Sabetha, Kans., to house an egg storage plant with refrigeration.

The Rapides Packing Co. has installed a 7-ton refrigerating machine in its plant at Alexandria, La.

SALES AND COLLECTIONS GOOD.

Evidence of a seasonal upturn in nationwide sales and collection conditions is revealed in the September survey by the National Association of Credit Men. Nineteen cities in the United States report good collections and good sales in this survey compared to the eleven cities reporting good collections and eight cities reporting good sales in the previous month's survey.

Cities that note good collections are Birmingham, Ala., San Diego and San Francisco, Calif., Tampa, Fla., Chicago and Springfield, Ill., Evansville, Ind., Cedar Rapids and Waterloo, Iowa, St. Louis and St. Joseph, Mo., Detroit, Mich., Grand Forks, N. Dak., Cincinnati and Columbus, Ohio, Knoxville and Memphis, Tenn., and Richmond, Va.

Cities that report good sales conditions are Birmingham, San Diego, Tampa, Springfield, Ill., Evansville, Ind., Cedar Rapids and Ottumwa, Iowa, Flint Mich., Duluth, Minn., St. Joseph, Mo., Grand Forks, N. Dak., Cincinnati, Columbus and Dayton, Ohio, Knoxville, Tenn., San Antonio, Tex., Richmond, Va., Spokane, Wash., and Huntington, W. Va.

AGREE ON YARDS RATES.

New schedules for stockyard services at Cleveland, Ohio, were prescribed by the Secretary of Agriculture recently and accepted by the stockyard company, as follows: cattle, 40 cents per head; hogs, 15 cents; sheep, 10 cents. On the volume of business handled in 1933, it is figured that these rates will provide net annual earnings of 6½ per cent on the agreed valuation of the stockyard properties.

This is the first case involving stockyard charges which has been settled amicably, without formal hearings or court proceedings, says The Producer. Representatives of the Secretary and the stockyard company reached an agreement as to the value of the properties and the rate of earning to be allowed. All operating expenses were deducted from the expected income.

CUDAHY EARNINGS GOOD.

E. A. Cudahy, sr., chairman of the board of the Cudahy Packing Co., said this week that his company had had a fair year and is going into its new fiscal year on November 1, with anticipation of normal operations. Earnings will cover common dividend requirements of \$2.50 per share this year by a safe margin, Mr. Cudahy said. For the fiscal year ending October 31 he estimates that the company will show a net income after all charges and taxes about in line with the profit of \$1,813,766 in the fiscal year 1933.

CANADIAN EXPORTS TO U. S.

Exports of livestock and meats from Canada to the United States during August, 1934, are officially reported as follows:

	Aug., 1934.	Aug., 1933.
Cattle, No.	504	562
Hogs, No. ....	...	1
Sheep, No.	234	204
Beef, lbs.	19,600	68,700
Bacon, lbs.	21,100	71,600
Pork, lbs.	6,200	92,700
Lard compounds, lbs.	200	400

The Superior Packing Co., St. Paul, Minn., plans an addition to its cooler. M. H. Magers is the superintendent.

Burns & Co., Ltd., Calgary, Alta, Canada, plans the erection of a slaughter house with coolers to cost about \$50,000.

CANNED MEAT EXPORTS.

Canned meat exports from the United States during August totaled 1,389,716 lbs. In addition there were exported to insular possessions 401,397 lbs., making a grand total of 2,791,113 lbs. exported during the month.

Of the total exported to foreign countries, 147,398 lbs. were canned beef, valued at \$46,520; 788,184 lbs. were canned pork valued at \$353,987; 135,266 lbs. were canned sausage which brought \$37,966, and 118,868 lbs. of other canned meats selling for \$18,846.

Of the quantity exported to insular possessions, Hawaii took 206,583 lbs. and Porto Rico 194,794 lbs., the largest in the case of Hawaii being canned beef and that of Porto Rico, canned sausage.

W Check ALL Factors!



When you buy Ham Boilers make sure every one of these important facts is carefully considered. The ADELMANN line has *all* of them.

1—Minimum Shrinkage

Less taper to body . . . cover fits tightly . . . self-sealing.

2—Ease of Cleaning

Large corners, plain cover . . . alloy approved by U. S. Navy to withstand salt corrosion.

3—Quick Operation

More practical . . . the kind your ham makers prefer.

4—Even Spring Pressure

New elliptical spring (patent pending) equalizes pressure . . . prevents tilting.

5—Long Life

Reinforcements designed to insure greater strength, longer durability.

6—Liberal Trade-in Schedule

It will be profitable for you to trade in old inefficient ham boilers and assure maximum profit with new Adelmann Ham Boilers.

7—All Kinds and Sizes

Complete range of sizes . . . Cast Aluminum . . . Nirosa Metal . . . Monel Metal . . . Tinned Steel.

ADELMANN—"The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto.



STEEL EQUIPMENT *for packing plants*

The WEPSCO Line of steel equipment for the packing plant is complete. It includes curing tanks, belly boxes and all types of trucks. In addition, WEPSCO is in a position to furnish steel equipment built to your specifications, at prices that compare favorably with quantity production prices.

The WEPSCO organization is ready to serve you in exact accord with your requirements. *Think of WEPSCO* when you need equipment!

P A N S

WEPSCO specializes in the production of all kinds of packing plant pans, perforated or plain. Send your drawing for prices.

WEPSCO

Subsidiary of
**WESTERN PIPE &
STEEL CO. OF
CALIFORNIA**

**STEEL
PRODUCTS
CO.**

2824-2900
**VERMONT ST.
BLUE ISLAND, ILL.
PULLMAN 2206**

A Page for Purchasing Departments

STAINLESS STEEL PIPING.

Meat packers have pretty well explored the properties and characteristics of stainless steel, because of the opportunities it offers for reducing equipment replacements and maintenance in the meat plant. But this metal possesses one characteristic which many packers may have overlooked, a knowledge of which may be useful at some time or another in solving a meat plant problem.

This property referred to is a low internal coefficient of friction of this metal to air flow when fabricated into



REDUCES AIR FRICTION.

Pipes of stainless clad steel, with the stainless veneer on the inside, have less internal friction and thus are capable of transporting more air than pipes of the same diameter made of other materials.

tubes, pipes and ducts. Advantage has been taken of this fact on several occasions. It was found, for example, in the preliminary engineering studies for the new sewage disposal plant at Milwaukee, Wis., that an air duct of cast iron would have to be several inches larger in diameter in order to carry the necessary volume of air. This in turn would have necessitated expensive alterations in the buildings.

It was desirable to use a metal which had a low internal coefficient of friction and which, further, would not be subject to corrosion and hence to a gradual accumulation of scale, rust or dirt which would tend to increase friction through years of operation. Plychrome, a stainless steel clad sheet produced by the Illinois Steel Co., met all the requirements. It could be readily fabricated with its stainless steel surface on the inside, where it would effectively resist corrosion for an indefinite period.

The Plychrome used in this instance

is $\frac{1}{4}$ in. thick, the plate being shaped and arc-welded to form the pipe. About 1,325 ft. of the pipe is 5 ft. in diameter. The balance ranges from 24 in. to 48 in. The inside stainless veneer is of USS 18-8 stainless steel. The entire project requires approximately 315,000 lbs. of Plychrome—the largest single installation of stainless clad steel ever made.

NEW CELLULOSE CASING.

Development and perfection of transparent cellulose casings have made two important advantages available to packers and sausage manufacturers:

1—Simplified and more efficient production for certain smoked meats—particularly butts and Canadian bacon—and some sausage and ready-to-serve products, and

2—Better merchandising possibilities through visibility of product, efficiently protected, and ability to print legibly and indelibly on the casing trade marks, firm and brand names and other information of consumer demand building value.

Announcement is made by the Transparent Package Co., Chicago—producers of transparent cellulose casings known as Tee-Pak—that it has planned merchandising cooperation for packers and sausage manufacturers.

The casing manufactured by this company, it is stated, has been in experimental production for over two years, no sales having been made until the product had been tested thoroughly in every respect. The casing is reported to have clear transparency, strength, stretch and contractive qualities.

"Sausage manufacturers have become thoroughly aware of the many substantial savings in production costs brought about by the use of cellulose casings," says I. Barnard, sales manager of the company. "They are uniform in size, require a minimum of preparation, reduce process shrink, and shorten the time required in many instances. Definite figures have been kept in numerous plants which indicate that the savings range all the way from 5 to 30 per cent. Process shrink in smoking and cooking has been reported cut down as much as 40 and 50 per cent.

"Cellulose casings, like other wrappers, permit the product to be labelled and identified. Numerous sausage manufacturers have built up valuable good-will for their quality brands through the use of these modern, visible, labelled containers. We have developed in an original and unique manner a style of display and design for the imprinting of "Tee-Pak" casings. The attractiveness and sales appeal of the product, added to the luster and appetite-appeal, make an irresistible combination which should help sausage manufacturers increase sales to a substantial degree."

Officers of the Transparent Package

Company are R. L. Atkinson, president; Harry D. Oppenheimer, secretary; I. Barnard, sales manager.

OPEN HEAD STEEL DRUM.

Steel barrels and drums are finding increasing use in the meat industry for shipping many products and as containers in processing departments. Their long life and added protection they give to products in shipment are advantages that make their use very profitable in many instances. The fact that they are also shock, tamper and leak proof adds to their usefulness.

Packers whose requirements include full open head steel drums will be interested in a newly designed container of this type, known as the Wackman Rim Seal. The feature of this drum are its outside locking rim, dual wall shackle locking device which retains the locking ring in closed position around the drum cover, and vertical lever locking handle.

This handle is protected from damage in transit or storage by the side walls of the outside locking ring, and



FULL OPEN HEAD DRUM.

Features of this design are outside locking rim, dual wall shackle locking device and vertical locking handle.

is provided with a web extension for convenience when sealing or opening the drum. The handle retaining clamp is provided with a secondary device which swings into a slotted end of the vertical locking handle, locking it and providing for use of a wire seal or padlock.

A soft rubber, cork or felt gasket fitted on the drum cover and the secured, closed position of the locking rings around the drum cover make the drum seepage and leakproof. The new drum is a product of the Wackman Welded Ware Co., St. Louis, Mo.

BEAUTY AND THE BALANCE SHEET



It wasn't many years ago that a package with "beauty" would have been dubbed a "sissy" any place other than an exclusive shop for women.

Then some Merchandiser with nerve dared to be different. He met this logic face to face—

Why shouldn't a package reflect the quality of the merchandise inside ?

Why shouldn't the package stand up and talk quality ? Stimulate the appetite, suggest uses, etc. ?

Sounds simple today, doesn't it ? Yet there are still many packages back in the "Model T" stage.

Our job is to make Beauty reflect itself in the Balance Sheet by bringing old carton designs up-to-date and creating new designs that give a product real selling personality.

You'll find us eager to work with you in doing a better merchandising job.

★ Drop in and see us at the
Convention — Booth 33.



SUTHERLAND

PAPER COMPANY KALAMAZOO, MICH.

Provision and Lard Markets

WEEKLY REVIEW

Trade Active—Market Weaker—Hogs Lower—Heaviness in Grains Factor—Cash Lard Trade Good—Meats Moderate—Hog Run Comparatively Light—Lard Stocks Decreasing Rapidly.

Market for hog products the past week experienced a good volume of trade, but the trend was rather persistently downward. Rallies were feeble, and the market was under the influence of declining hog and grain prices. As a result, liquidation in volume made its appearance in lard at times. Although packinghouse interests were rather persistently on the buying side of lard, the futures market was off about 1c lb. from the season's best levels.

Grain markets were under pressure of liquidation, wheat weakening with foreign heaviness. This had some influence on feed grains. Corn ultimately slumped, owing to fears of reduced feeding operations, due to the fact that corn and hog prices were considerably out of line. The corn-hog situation created fears in some quarters that hogs would be marketed more freely because of present unprofitable feeding operations.

Hog Receipts Continue Small.

There was considerable commission house buying power on the breaks, based mainly on the belief that the edible fat situation showed little change other than the possibilities of a little more cottonseed oil than had been anticipated earlier. Private reports have raised the cotton crop ideas from the last government estimate of around 9,200,000 bales to from 9,500,000 to 9,700,000 bales. It was felt that this possibility of a larger cotton crop was not sufficient to materially change the supply and demand outlook for the long pull.

Western receipts of hogs last week were only 373,400 head, against 316,600 head the previous week and 1,057,000 head the same week last year.

Stocks of lard at Chicago decreased 28,086,000 lbs. during September to 89,356,000 lbs., compared with 111,529,000 lbs. the same time a year ago. The outlook for a further decrease in the supply during the present month was favorable. With colder weather over the country, there was the possibility of continued good cash lard demand and an improvement in the demand for meats.

The setback in prices, however, was such as to create a more mixed sentiment and a situation whereby it was doubtful if any particular commodity would stand out against the general trend. The fact that the price break in grains does not add one bushel to the feed supply and has shut off the possibilities of further foreign imports was ignored, but those looking at the underlying factors, particularly supply and demand, were confident that sooner or later the markets would have to reflect conditions as they really exist.

One of the western crop experts estimated stocks of old corn on farms at 234,000,000 bushels, against 312,000,000 bushels a year ago. Some of the private reports were inclined to stress the belief that not much more than 1,000,000 bushels of feed corn would be raised this year. In this connection there was a tendency to await government confirmation of the bullish private October 1 figures.

Hog Prices Drop.

Average price of hogs at Chicago at the beginning of the week was 6c, against 6.65c a week ago, 4.40c a year ago, and 3.80c, two years ago. Top hogs at Chicago eased to around 6.30c, against around 7c the previous week, and the season's high of around 8c.

Official lard exports for the week ended September 22 were 7,378,000 lbs., against 9,281,000 lbs. a year ago. Exports from January 1 to September 22 have been some 355,945,000 lbs., against 410,362,000 lbs. the same time last year. Exports of hams and shoulders for the week were 685,000 lbs., against 1,218,000 lbs. a year ago; bacon, 317,000 lbs., against 529,000 lbs.; pickled pork, 158,000 against 211,000 lbs.

PORK—Demand was fair at New York, and the market was firm. Mess was quoted at \$30.00 per barrel; family, \$30.00 per barrel; fat backs, \$25.00@26.50 per barrel.

LARD—Demand was fair, but the market was easier at New York. Prime western was quoted at 7.40@7.50c; middle western, 7.30@7.40c; city, 7c nominal; tubs, 10½c; refined Continent, 7½@7¾c; South America, 7¼@7½c; Brazil kegs, 7½@8c; compound, New York for export, car lots, 11c; smaller lots, 11¼c; domestic, ¼c more.

At Chicago, regular lard in round lots was quoted at 12½c over October; loose lard, 27½c over October; leaf lard, 72½c over October.

See page 47 for later markets.

BEEF—Demand was fair at New York and the market was firm. Mess was nominal; packet, nominal; family, \$19.00@20.00 per barrel; extra India mess, nominal.

MEAT AND LARD STOCKS.

Some interesting facts are developed in a comparison of stocks of meat on hand at the principal markets of the country on October 1, 1934, when compared with those on hand at the same period of 1933. While the 1933 stocks were considerably heavier, there was a much greater decrease evident during September than occurred in the month

Hog Cutting Credits Higher

Quality hogs gave better returns this week than last, as a result of lower hog prices, although product values also showed some decline.

Hog costs at Chicago dropped to the lowest in seven weeks, although runs were not heavy. Quality of receipts varied, there being a limited supply of well finished old crop hogs and the new crop runs showing a good deal of finish some days and others they were quite plain. Packing sows were in small supply.

Receipts at the seven principal markets during the four-day period of the current week totaled 223,200 head against 242,400 last week and 188,200 commercial hogs in the like period a year ago.

Top for the week at Chicago at \$6.60 was made on Monday. This dropped to \$6.35 on Tuesday, \$6.30 on Wednesday and increased to \$6.40 on Thursday. Less variation was shown in the average price which was \$6.00 on Monday, \$5.90 on the two days following and \$5.95 on the closing day of the period. A draggy fresh pork market throughout the week and slow consumer demand accounted for bulk of the weakness.

The following test on four representative averages is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. The test is run on best grade hogs only, representative by-product credits and costs being used.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.91	\$1.95	\$1.95	\$1.90
Picnics	.51	.50	.46	.42
Boston butts	.56	.56	.56	.56
Pork loins	1.43	1.31	1.20	1.10
Bellies, light	1.73	1.71	1.24	.88
Bellies, heavy	....	....	.47	1.28
Fat backs	....	....	.34	.50
Plates and jowls	.22	.28	.27	.35
Raw leaf	.20	.20	.20	.20
P. S. lard, rend. wt.	1.20	1.31	1.20	1.00
Spareribs	.14	.14	.14	.14
Regular trimmings	.30	.29	.27	.27
Feet, tail, neckbones	.06	.06	.06	.06
Total cutting value (per 100 lbs. live wt.)	\$8.20	\$8.31	\$8.36	\$8.32
Total cutting yield	68.00%	69.00%	70.50%	71.50%
Crediting edible and inedible offal values to the above and deducting from these totals the cost of well finished live hogs of the weights shown plus all expenses, including the processing tax of \$2.25 per cwt., the following results are secured:				
Loss per cwt.	\$.15	\$.40	\$.53	\$.49
Loss per hog	.25	.80	1.24	1.35

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just ended, despite the fact that hog slaughter in that period was a good deal heavier than it was in September this year.

A year ago, pickled meat stocks declined something over 29 million pounds while this year the decline was less than 2 million pounds. Dry salt stocks dropped over 10 million pounds a year ago while this year the drop was only 1½ million pounds. Stocks of all meats showed a September decline last year of approximately 43½ million pounds. This year the decline was less than ¼ million pounds.

This disparity is all the more significant when it is realized that hog receipts at the 11 principal markets in September this year were some 300,000 head less than in September, 1933, and that the average weight was considerably under that of a year ago.

Stocks of meat and lard at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on September 30, 1934, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Sept. 30, 1934.	Aug. 31, 1934.	Sept. 30, 1933.
Total			
S. P. meats..	161,113,552	150,628,642	183,815,852
D. S. meats..	26,982,214	28,403,203	68,650,954
Total all meats.	188,095,766	179,031,845	252,466,806
P. S. lard.....	87,012,904	116,338,819	116,306,993
Other lard.....	13,615,563	15,741,617	18,040,865
Total lard.....	100,628,467	132,080,436	134,347,858
S. P. regular			
hams.....	33,418,661	34,964,395	38,930,617
S. P. skinned			
hams.....	55,340,278	50,321,282	69,249,258
S. P. bellies.....	45,625,929	45,355,070	51,825,083
S. P. picnic.....	26,490,298	28,722,914	23,615,311
D. S. bellies.....	21,793,316	23,316,752	58,502,923
D. S. fat backs	4,193,870	3,732,772	9,198,485

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during August, 1934, with countries of origin and destination, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	Sheep, lamb and goat. Lbs.	Weasands, bladders, intestines. Lbs.	Others. Lbs.
Denmark.....	.....	.....	2,425
France.....	.....	.....	14,332
Germany.....	4,793	.....	26,247
United Kingdom.....	1,260	.....	.....
Canada.....	32,025	21,228	78,145
Mexico.....	1,900	.....	.....
Cuba.....	.....	.....	20,443
Argentina.....	48,225	.....	215,057
Brazil.....	.....	1,500	51,985
Chile.....	.....	.....	2,400
Peru.....	.....	.....	11,314
Uruguay.....	2,701	.....	183,729
Br. India.....	7,805	.....	22
China.....	15,928	.....	.....
Iraq.....	9,363	.....	.....
Persia.....	3,490	.....	.....
Syria.....	6,518	.....	.....
Turkey.....	17,588	.....	.....
Australia.....	128,872	893	9,085
New Zealand.....	178,224	.....	6,062
Algeria & Tunis.....	2,672	.....	.....
Morocco.....	20,194	.....	.....
Others.....	590	120	490
Total.....	482,148	27,001	571,756
Value.....	\$568,220	\$5,632	\$57,770

	Hog casings. Lbs.	Beef casings. Lbs.	Others. Lbs.
Belgium.....	56,116	102,768	.....
Denmark.....	173,956	216,217	28,755
Finland.....	.....	2,254	.....
France.....	4,823	101,029	95
Germany.....	294,860	1,261,338	72,789
Italy.....	17,533	92,004	.....
Netherlands.....	76,970	936,686	11,066
Norway.....	1,200	13,450	.....
Poland & Danzig.....	8,385	38,405	.....
Spain.....	189,160	396,582	.....
Sweden.....	9,377	142,749	.....
Switzerland.....	.....	31,128	.....
United Kingdom.....	331,080	14,734	6,737
Canada.....	78,343	11,459	23,959
New. & Lab. ....	.....	25,520	.....

Cuba.....	368	7,694	290
Australia.....	132,577	.....	17,178
New Zealand.....	15,342	.....	27,160
Un. of S. Africa.....	3,719	.....	.....
Others.....	1,576	201	294
Total.....	1,395,404	3,484,198	188,322
Value.....	\$471,483	\$353,682	\$68,564

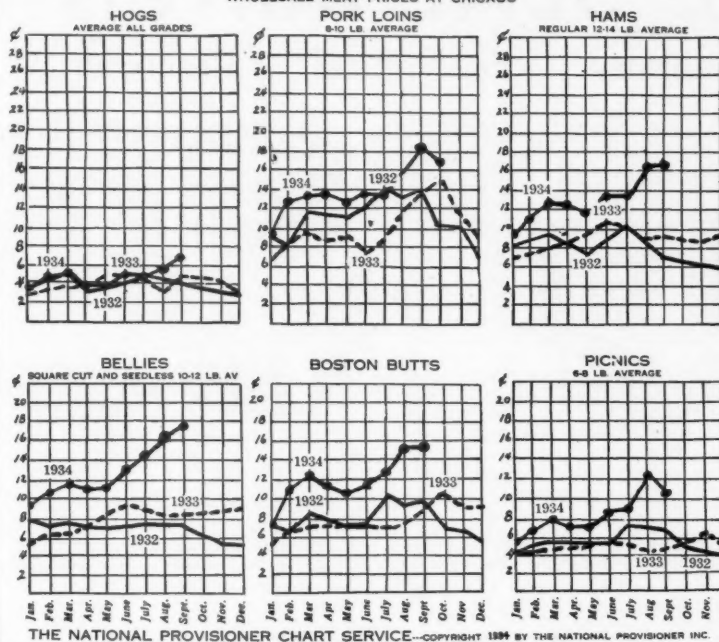
AUGUST EXPORTS OF FATS.

Exports of lard, neutral lard and cooking fats other than lard, with countries of destination, are as follows:

	Lard, lbs.	Other cook- ing fats, lbs.	Neutral lard, lbs.
Belgium.....	330,653	.....	76,644
Denmark.....	.....	.....	39,743
Finland.....	115,546	.....	.....
Germany.....	96,225	.....	.....
Gibraltar.....	5,600	.....	.....
Irish Free State.....	4,200	.....	39,136
Italy.....	11,200	.....	.....
Malta, Gozo & Cyprus.....	103,600	.....	.....
Netherlands.....	90,813	.....	106,425
Norway.....	12,075	.....	.....
Spain.....	24,782	.....	.....
Sweden.....	21,262	.....	49,231
United Kingdom.....	20,930,144	6,124	73,222
Canada.....	658,218	1,298	.....
Br. Honduras.....	12,037	402	.....
Costa Rica.....	212,825	.....	.....
Guatemala.....	179,829	29,849	.....
Nicaragua.....	37,633	360	.....
Panama.....	100,482	11,111	.....
Salvador.....	33,300	.....	.....
Mexico.....	2,887,878	20,404	6,988
Miquelon & St. Pierre Is.	5,826	.....	.....
Newfld. & Labr.	3,750	9,347	4,152
Bermuda.....	236	9,935	.....
Barbados.....	8,176	49	.....
Jamaica.....	10,413	2,146	.....
Cuba.....	1,849,902	589	.....
Dominican Rep.	208,080	4,290	.....
Neth. W. Indies.....	14,678	15,027	.....
Haiti, Rep. of.....	101,860	82	.....
Virgin Is. of U. S.	15,402	7,074	.....
Argentina.....	26,007	.....	.....
Ecuador.....	629,955	.....	.....
Peru.....	83,712	89	.....
Venezuela.....	426,122	4,294	.....
Philippine Is.	33,180	8,752	.....
Un. of S. Africa.....	33,210	6,385	.....
Canary Island.....	.....	22,960	.....
Others.....	12,919	19,800	.....
Total.....	29,351,863	183,488	397,421
Value.....	\$1,776,589	\$19,031	\$26,691

HOGS AND FRESH PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1934 BY THE NATIONAL PROVISIONER INC.

These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork meats and of live hogs at Chicago during September and the first nine months of 1934 compared with those of one and two years ago.

Hog receipts during September were lighter, at some markets the smallest for the month in years, but in spite of this the strong prices which prevailed at the close of August declined. However, average prices for some fresh cuts and for cured meats were higher for the month as a whole than during the preceding month. Trends of practically all prices for the year to date have been upward, reflecting the influence of the processing tax on hogs.

Some idea of the relation of price on October 1 to that of September 4, the first full market day of that month, is gained from the fact that 12/14 green hams were $3\frac{1}{2}$ c lower; 8/10 pork loins were $7\frac{1}{4}$ c lower; 10/12 green bellies $2\frac{1}{2}$ c lower; Boston butts 5c lower; 6/8 green picnics 2c lower while live hogs were 1.3c per pound lower.

Fresh Pork Cuts.

Loins.—Average loin prices showed a downward trend during September from the highest price in three years, reached at the end of August. At this price buying was slow and there was nothing in the market to support the high levels reached. Loins had gone along through much of the year with only slight average monthly fluctuations, and there was an evident backing away from them following the peak reached at the end of August. There seemed little disposition for the distributing trade to push the product and at some periods during the month prices of this fancy cut fell close to those for certain dry salt meats.

Indications point to a good deal of freezing during the period.

Hams.—Demand for green regular hams has been only moderate during the month with a downward fluctuation in price of as much as 3c for the various averages. There appeared to be little disposition for forward buying and the outlet for the product was largely through curing cellar channels.

Bellies.—Green belly prices have shown a steady upward trend in recent months. Although there has been a good deal of fluctuation in price, the average has pointed in only one direc-

tion. There was a considerable break toward the close of September with only a very moderate demand at the decline.

Boston Butts.—While Boston butts closed the month about 5c lower than at the opening, the decline in this product was not quite so sharp as that in pork loins, but the rise was not so sharp as that for loins. However, the attitude toward the loin market has been reflected in both price and demand for butts. Throughout the year the price level has been well above that of one and two years ago.

Picnics.—A good deal of weakness in picnics has been evident, with a considerable break toward the end of the month. Carried along in the general rise in the price level, demand was strongest for heavy green picnics but this was not sufficient to hold the price and buying has been such that stocks have shown little decline, from those of a month ago and are higher than those of the same period a year ago.

Cured Meats and Lard.

S. P. Hams.—Movement on pickled hams was slow during September and even the light hog receipts resulted in no material dent in the stocks of pickled regular hams on hand, while stocks of skinned hams actually increased. Boiling hams were slow and skinned hams quiet and easy with prices of all kinds working lower.

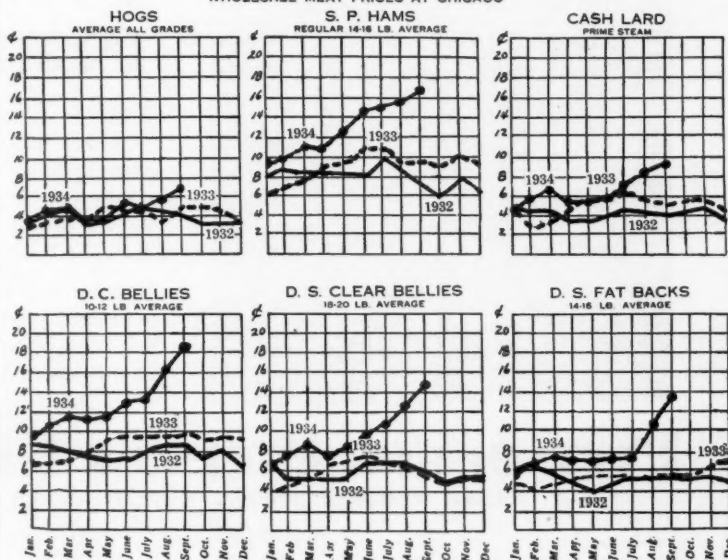
Lard.—Lard has enjoyed a very good domestic market as well as some export business. In fact, lard has given a better account of itself during the month than most meats, even though the price at which it is selling is lower than the carcass price of hogs.

Dry Cure Bellies.—There was an average upward trend in the market for dry cure bellies during September over August, but the price trend showed considerable weakness at the close of the month when compared with that at the beginning. In fact, the market for this product seemed to have lost its bloom

(Continued on page 47.)

HOGS AND CURED PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



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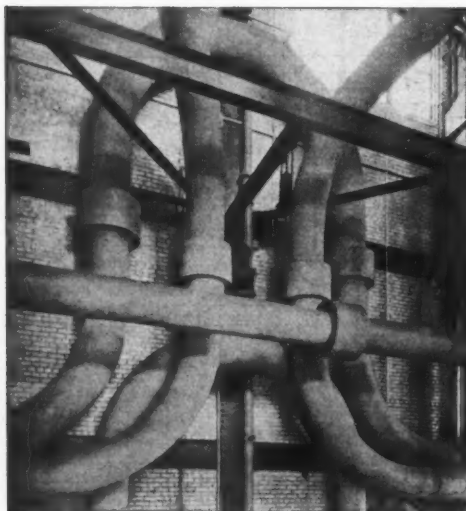
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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW — A very tight situation continued in the tallow market in the East the past week. Prices moved into new high ground for the season and the upturn. Extra at New York reached a level of 5½c f.o.b., where it was estimated from 500,000 to 1,000,000 lbs. changed hands, some of it to outside interests. Notwithstanding the lower trend in other commodity markets, tallow held firmly at the new high prices. The indications were that producers still had the upper hand, and that consumers needing supplies were forced to come up in their ideas.

Some producers were inclined to hold for higher prices, asking 5½c f.o.b. or better. Judging by the activity, consumers secured a fairly good amount of supplies during the week, and a period of quietness would not be surprising, although there was little or nothing in evidence to indicate any change at this time.

At New York, special was quoted at 5½c; extra, 5½c f.o.b.; edible, 7@7½c nominal.

At Chicago, trading in tallow was rather quiet largely because of scarcity of offerings at prevailing levels. At Chicago, edible was quoted at 7c; fancy, 5½c; prime packer, 5½@5½c; special, 5c, and No. 1, 4½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, October shipment, was up 3d at 21s 6d. Australian tallow at Liverpool, October shipment, was off 1s from a week ago, at 22s 3d.

STEARINE—Market was quiet and easier at New York and quoted at 10c plant. At Chicago, the market was rather quiet but steady, with oleo quoted at 10c.

OLEO OIL—Market was less active but held rather steady. Extra at New York was quoted 10½@11½c; prime, 10½@11c; lower grades, 10½c. At Chicago, market was quiet but very steady. Extra was quoted at 11½c.

See page 47 for later markets.

LARD OIL — Demand was routine and the market steady and little changed. No. 1 at New York was quoted 7½c; No. 2, 7c; extra, 8c; extra No. 1, 7½c; prime, 12½c; winter strained, 8½c.

NEATSFOT OIL — Market was rather quiet and routine, but displayed a steady tone. Extra was quoted at 8c; New York No. 1, 7½c; pure, 12c; cold pressed, 16½c.

GREASES—A fair trade and a firm market ruled greases at New York the past week. Some sellers reported a very broad demand, but price ideas varied. Reports were that outside greases sold at 5½c, or about ¼c better than the previous quotations. The additional strength in the tallow market brought about additional inquiry for greases and a stronger feeling. Bids were reported in the market at 5½c for yellow and house.

At New York, yellow and house were quoted at 5½@5½c; A white, 5½@5½c; B white, 5½@5½c; choice white, 5½c nominal.

At Chicago, trade in greases was quiet, mainly because of the scarcity of offerings at the recently-established levels. Undertone was firm and consumer interest was in evidence. Producers, however, appeared to be well sold up. At Chicago, brown was quoted at 4½c; yellow, 4½@4½c; B white, 5c; A white, 5½c; choice white, all hog, 5½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Oct. 3, 1934.

Several lots of unground tankage sold at \$2.25 and 10c f.o.b. local shipping points and buyers are scarce for both this material and ground tankage.

Dried blood has been selling at \$2.75 per unit f.o.b. New York. South American last sold around \$3.00 per unit c.i.f. U. S. ports.

Dry rendered tankage is lower in price with considerable business having been done in this material.

INEDIBLE FAT EXPORTS.

Exports of inedible fats from the United States during August, 1934, with principal countries of destination, are reported as follows:

	Tallow, lbs.	Other animal greases and fat, lbs.	Neats-foot oil, lbs.
Belgium	6,932	.....
France	2,150	2,280
Germany	13,519	.....
Irish Free State	22,703	.....
Italy	4,276	3,900
Netherlands	1,579	.....
Spain	8,581	.....
Sweden	2,002	9,510
United Kingdom	8,743	.....
Canada	687,020	50,326
Chile	6,267
Guatemala	85,785	.....
Honduras	44,063	.....
Nicaragua	10,400	76,000	.....
Mexico	4,800	.....
Cuba	319,485	.....
Dominican Rep.	197,144	.....
Haiti, Rep. of	29,546	.....
Bolivia	54,000	.....
Colombia	4,222	.....
Others	4,270	1,350	2,081
Total	28,790	1,542,655	105,018
Value	\$1,840	\$63,593	\$10,711

OLEO PRODUCTS EXPORTED.

Exports of oleo oil, oleo stock and oleo stearine from the United States during August, 1934, with countries of destination, are reported as follows:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium	81,809	6,005	.....
Denmark	22,799	76,447	.....
Greece	60,600	.....	.....
Irish Free State	109,331	.....	6,866
Netherlands	390,367	60,793	10,806
Norway	38,504	52,216	.....
Sweden	121,256	218,144	18,396
Switzerland	24,434	24,168	.....
United Kingdom	796,546	101,966	202,086
Panama	3,180	.....	.....
Mexico	18,273	.....	.....
Newf. and Lab.	6,138	.....	.....
Brazil	76,718	.....	.....
Br. Malaya	2,472	.....	.....
Hong Kong	1,885	.....	.....
Others	260	450	500
Total	1,673,573	540,240	239,554
Value	\$106,244	\$35,214	\$15,763

By-Products Markets

Chicago, Oct. 4, 1934.

Blood.

Unground dried blood quoted at \$3.00 @3.10 per unit of ammonia.

	Unit Ammonia.
Ground	\$3.10@3.20
Unground	3.00@3.10

Digester Feed Tankage Materials.

Demand rather slow. Producers asking \$2.25@2.50.

	Unit Ammonia.
Unground, 10 to 12% ammonia	\$2.25@2.50ax
Unground, 8 to 10%	2.50@2.75ax
Liquid stick	@2.00

Dry Rendered Tankage.

Good quality product sold this week at 42½@45c.

Hard pressed and exp. unground per unit protein	8.42½@ .45
Soft prod. pork, ac. grease & quality, ton	@30.00
Soft prod. beef, ac. grease & quality, ton	@25.00

Packinghouse Feeds.

Market somewhat weaker.

	Carlots.
Digester tankage meat meal, 60%....	@\$45.00
Meat and bone scraps, 50%.....	@ 40.00
Steam bone meal, 65%, special feed-ing, per ton	@ 25.00
Raw bone meal for feeding	@ 25.00

Fertilizer Materials.

Trading continues rather slow.

High grd. tankage, ground, 10@12% am.	\$2.35@ 2.50
Bone tankage, ungrd., low gd., per ton	@13.00
Hoof meal	@ 2.50

Bone Meals (Fertilizer Grades.)

Market rather dull. Prices nominal.

Steam, ground, 3 & 50.....	\$17.00@18.00
Steam, unground, 3 & 50.....	15.00@17.00

Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade.....	\$5.00@5.00
Mfg. shin bones	53.00@55.00
Cattle hoofs	18.00@20.00
Junk bones	12.00@14.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Jaws, skulls and knuckles are nominally \$16.00.

	Per ton.
Kip stock	@ 9.00
Calf stock	@ 18.00
Sinews, pizzles	@ 10.00
Horn piths	16.00@17.00
Cattle jaws, skulls and knuckles....	@16.00
Hide trimmings (new style).....	@ 8.00
Hide trimmings (old style).....	@10.00
Pig skin scraps and trim, per lb....	5@5½

Animal Hair.

Hair market dull; prices largely nominal.

Summer coll and field dried.....	% @ 9c
Winter coll dried	1 @ 14c
Processed, black, winter, per lb.....	6 @ 6½c
Processed, grey, winter, per lb.....	5 @ 5½c
Cattle switches, each*	1½ @ 2c

*According to count.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1, 1934, to Sept. 30, 1934, totaled 8,180,755 lbs.; tallow, none; greases, 120,000 lbs.; stearine, 219,600 lbs.

Exports of lard from New York City, Oct. 1, 1934, to Oct. 3, 1934, totaled 671,340 lbs.

AUG. MEAT AND FAT EXPORTS.

Exports of meats and fats during August, and for eight months ending August, 1934:

	Aug., 1934.	8 mos. ended Aug., 1934.
Total meat and meat products, lbs.	26,712,747	174,512,117
Value	\$3,712,171	\$24,094,706
Total animal oils and fats, lbs.	32,276,586	309,604,047
Value	\$1,966,744	\$20,292,033
Beef and veal, fresh, lbs.	358,005	3,597,777
Value	\$51,216	\$474,763
Beef, pickled, etc., lbs.	1,763,848	10,256,306
Value	\$100,258	\$556,489
Pork, fresh, lbs.	4,014,376	25,311,881
Value	\$401,736	\$2,596,526
Hams and shoulders, lbs.	6,975,387	47,405,053
Value	\$1,105,265	\$6,912,716
Bacon, lbs.	1,772,513	14,002,942
Value	\$165,348	\$1,155,579
Cumberland and Wiltshire sides, lbs.	21,292	237,761
Value	\$2,784	\$29,702
Pickled pork, lbs.	2,116,721	13,216,506
Value	\$163,614	\$913,355
Oleo oil, lbs.	1,673,573	15,056,852
Value	\$106,244	\$858,458
Lard, lbs.	29,357,863	336,952,460
Value	\$1,776,589	\$18,506,333
Neutral lard, lbs.	397,421	2,882,505
Value	\$26,691	\$170,630
Margarine of animal or vegetable fats, lbs.	39,127	288,237
Value	\$4,394	\$30,120
Cottonseed oil, crude, lbs.	829,080	7,872,354
Value	\$9,862	\$805,017
Cottonseed oil, refined, lbs.	287,586	5,163,860
Value	\$25,133	\$351,539
Cooking fats other than lard, lbs.	183,488	1,593,876
Value	\$19,031	\$151,019

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during August, 1934, with comparisons:

Ingredients of	Aug., 1934.	Aug., 1933.
Uncolored Margarine:	Lbs.	Lbs.
Butter	816	3,309
Cocconut oil	12,606,556	7,740,442
Corn oil	77,074	6,202,257
Cottonseed oil	1,812,029	50,031
Derivative of glycerine ..	50,031	49,413
Lecithin	226	132
Milk	4,997,716	5,093,302
Neutral lard	708,835	503,519
Oleo Oil	1,359,007	2,311,905
Oleo Stearine	262,820	317,625
Oleo Stock	136,858	252,846
Palm oil	40,111	317,625
Peanut oil	274,399	204,322
Salt	1,197,271	1,348,117
Soda (benzoate of)	9,111	8,606
Sugar	7,815	26,475
Total	23,040,666	24,120,470
Ingredients of Colored Margarine:		
Butter	15	15
Cocconut oil	52,922	24,712
Color	7	362
Cottonseed oil	20,594	79,458
Derivative of glycerine ..	77	219
Milk	45,963	90,938
Neutral lard	14,118	28,372
Oleo oil	29,410	115,583
Oleo stearine	10,719	10,719
Oleo stock	1,028	4,127
Palm oil	8,700	.....
Peanut oil	1,795	482
Salt	12,295	26,182
Soda (benzoate of)	7	11
Sugar	15	252
Total	189,352	381,368
Total ingredients for colored and uncolored	23,230,018	24,501,838

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Oct. 3, 1934.

Cottonseed meal held steady during most of the day with little price change but developed easiness near the close on the break in grains. March had held firm at \$34.75 but lost ground late, selling in quantity at \$34.50 with additional offerings at that price and \$34.25 bid. Consuming interest was reported poor, with little interest in the cash. The close was easier at declines of 25c to 75c.

Cottonseed was extremely quiet with final prices 50c to 75c lower.

MAYONNAISE CODE BENEFITS.

Operation of the mayonnaise code has "materially benefited labor, given the consumer standardized and considerably higher quality at fair, low prices, and brought members of the industry fair and reasonably stable competitive conditions." according to W. F. L. Tuttle, managing agent of the code authority for the mayonnaise industry.

In a recent report on the code results to date, Mr. Tuttle cited increases in hourly wage rates to a minimum of 27½c from as little as 5c or 6c, and to a minimum of 32½c from 12c to 15c. Total employment has increased, he said.

Salad dressing formerly was made with as much as two-thirds water, and mayonnaise with as little as 18 per cent oil. The code requires at least 35 per cent oil in all salad dressing. In spite of the rising cost of oil and other raw materials, the Tuttle report declared, salad dressing costs very little more, on the average; and mayonnaise actually costs the consumer less than before the code.

Of the 500 firms in the industry, not over fifteen or twenty, Mr. Tuttle said, are inclined toward code violation. The code he says, is "90 per cent effective in its administration."

TEXAS PASSES MARGARINE TAX.

With passage of its new oleomargarine law Texas becomes the eighth state imposing a tax of 10c per pound on margarine containing imported oils or fats. The other states having such a law are South Carolina, Louisiana, Colorado, Minnesota, Nebraska, Kansas and Wyoming.

The Texas law, which became effective September 21, provides for the 10c tax on oleomargarine "containing any fat and/or oil ingredient other than oleo oil from cattle, oleo stock from cattle, oleo stearine from cattle, neutral lard from hogs, cottonseed oil, peanut oil, corn oil, soya bean oil and/or milk fat."

MANCHURIAN BEAN CROP SMALL.

The 1934 soybean crop in Manchuria is now estimated at between 4,189,000 and 4,409,000 short tons, as compared with the revised figure of the 1933 crop of 5,071,000 short tons, according to reports from the U. S. agricultural commissioner at Shanghai. A larger crop was originally expected, but excessive rainfall during June and July necessitated a downward revision in the estimate.

VEGETABLE OIL EXPORTS.

Exports and value of vegetable oils from the United States during August are reported by the U. S. Department of Commerce as follows:

	Lbs.	Value.
Cottonseed oil, refined	287,586	\$25,133
Cottonseed oil, crude	329,680	9,862
Corn oil	152,076	8,997
Cocconut oil, inedible	1,200,570	36,664
Vegetable soap stock	992,177	32,890

The largest amount of cottonseed oil exported to one country was 308,215 lbs., going to Cuba.

COTTON OIL TRADING.

COTTONSEED OIL — Demand was fairly good, and the market was firm although inclined to follow futures. Latest quotations on crude were 7c bid and sales in all sections.

Market transactions at New York:

Friday, September 28, 1934.

	Range	High	Low	Bid	Asked
Spot					a
Oct.	7	812	810	800	a 815
Nov.				805	a 815
Dec.	24	812	803	810	a 808
Jan.	39	814	807	810	a trad
Feb.				810	a 817
Mar.	83	825	818	821	a trad
Apr.				822	a 832
May	2	838	835	832	a 837

Sales, 165 contracts; crudes, 7½c bid.

Saturday, September 29, 1934.

Spot					a
Oct.				800	a 815
Nov.				810	a 814
Dec.	6	808	805	808	a trad
Jan.	10	810	808	809	a 812
Feb.				810	a 817
Mar.	40	824	818	824	a trad
Apr.				824	a 834
May				832	a 838

Sales, 56 contracts; crudes, 7½c sales and bid.

Monday, October 1, 1934.

Spot					a
Oct.				800	a 815
Nov.				805	a 815
Dec.	14	808	805	806	a 808
Jan.	22	810	801	810	a 808t
Feb.				808	a 817
Mar.	29	823	814	821	a 822
Apr.				821	a 831
May	11	835	835	832	a 835

Sales, 76 contracts; crudes, 7½c sales and bid.

Tuesday, October 2, 1934.

Spot					a
Oct.	5	810	781	782	a 792
Nov.	3	800	800	783	a 793
Dec.	36	800	781	785	a 788
Jan.	33	800	782	789	a trad
Feb.	2	800	800	792	a 802
Mar.	58	816	795	801	a trad
Apr.				802	a 815
May				812	a 814

Sales, 137 contracts; crudes, 7@7½c.

Wednesday, October 3, 1934.

Spot					a
Oct.	1	790	790	780	a 785
Nov.				775	a 785
Dec.	11	786	780	781	a trad
Jan.	46	790	779	779	a trad
Feb.				780	a 790
Mar.	78	802	788	789	a 788
Apr.				788	a 798
May	8	810	807	807	a trad

Sales, 144 contracts. Crudes, 7c sales and bid.

Thursday, October 4, 1934.

Dec.	781	777	778	a 782
Jan.	783	777	779	a 781
Mar.	792	788	790	a
May	808	805	806	a

See page 47 for later markets.

HULL OIL MARKETS.

Hull, England, Oct. 3, 1934. — (By Cable.)—Refined cottonseed oil, 15s 6d; Egyptian crude cottonseed oil, 13s 6d.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Large—Market Makes New Highs and Reacts—Cash Trade Satisfactory—Crude Firm—Outside Weakness Causes Liquidation—Cotton Estimates Larger—Sentiment More Divided.

Operations in cotton oil continued on a very active scale. The market again displayed independent strength the early part of the week, values moving into new high ground for the season. Demand was again of a general character through commission houses, with trade and professional absorption in evidence.

Buying was somewhat surprising in view of the tendency to raise cotton crop estimates. Interest was not checked until considerable weakness developed in grains and outside markets, which brought about a weaker trend in lard, aided by lower hog prices, and finally resulted in unsettling confidence among oil longs.

A disposition to take profits, due to outside conditions, resulted in a setback of over $\frac{1}{4}$ c lb. from the best levels in oil, and encouraged liquidation which at times appeared to run into stop loss orders. Demand was quite good on the setbacks, with some support in evidence, and some reinstating of sold-out lines. The general commodity trend was downward, conditions being unsettled somewhat by uncertainties over possible Washington developments.

Crop Estimates Raised.

The private cotton estimators have shown a tendency to lift the probable output about 500,000 bales over a month ago. These estimates ranged from around 9,400,000 bales to slightly over 9,700,000 bales. There was a rather general feeling that the Government would confirm the average of the private reports. The weather has been generally favorable, and southern advices indicated that cotton is still in the making. These higher crop estimates naturally add to the probable new oil crush, but the crop will be a small one comparatively.

The fact that the increased estimates come after a steady advance of considerable proportions in oil prices, created a little more hesitation, and a more mixed sentiment. Nevertheless, there was a tendency to look upon the constructive side favorably, especially on the sharp setbacks.

Lard stocks have been decreasing rapidly. Cash oil and cash lard are apparently meeting with a healthy consuming demand, and there was natural support at times. Hedge selling in oil continued comparatively small. In the western lard market packinghouse interests were credited with buying lard futures persistently in spite of the drop in hogs to around 6.30c, against the season's high of 8.05c. There was no particular pickup in the hog movement, so again there was a disposition to look upon the break in hogs as seasonal and somewhat due to slackness in

meat trade. Cooler weather overspread a good part of the country this week, and there was a possibility that meat demand would improve.

Crude Reaches Season's High.

While there is little question but that edible fats cannot expect to hold up in face of the drastic weakness in grains, there is still before the trade the fact that the edible fat supply and demand outlook continued strong for the next several months.

Weakness in wheat appeared to be due to a peculiarity in that market itself, while the break in other feed grains, especially corn, was due partly, if not entirely, to a situation where corn was out of line with hogs. The trade had become nervous over either a marked decrease in corn feeding or the possibility of a disposition to market their livestock more freely developing amongst feeders.

Crude oil, after reaching a new season's high at $7\frac{1}{4}$ c lb., reacted with futures and sold at 7c in all sections, with that figure bid. Offerings of crude were not free, and actual oil everywhere was held firmly.

The weekly weather report said that temperatures were mostly moderate in the cotton belt. There was considerable rain in the northern districts. This caused some interruption to picking and ginning. In other sections harvest progressed favorably.

COCOANUT OIL—Consumers have been in the market of late and are said to have secured sufficient supplies for the time being. As a result, the edge appears to be off the market. Bulk oil for shipment was quoted at $3\frac{3}{4}$ c New York, and $3\frac{1}{2}$ c Pacific Coast. It was felt the New York quotation might be shaded.

CORN OIL — Offerings continued

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 4, 1934.—Cottonoil finally succumbed to acute weakness in outside markets and declined 25 to 40 points during the week in crude, refined and futures. Crude, 7c lb. asked in most directions with $\frac{1}{4}$ @ $\frac{1}{4}$ c less bid, according to location. Should major markets reverse their trend, cottonoil would most likely recover quickly as seed prices are high in all states and offerings are not heavy. Some traders look for the government consumption report covering September to show very full figures, possibly duplicating August, which was over 400,000 barrels.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 4, 1934.—Prime cottonseed oil, 7c lb.; forty-three per cent meal, \$42.00; hulls, \$15.00. Light, trade slow, and the market was more or less nominal at $7\frac{1}{2}$ c.

SOYA BEAN OIL—Undertone ap-

peared easier. Trade was moderate and scattered, and prices were quoted on a basis of 6c f.o.b. the west.

PALM OIL—Quiet and featureless conditions prevailed in this quarter. Sumatra oil was quoted unchanged at 3c New York.

PALM KERNEL OIL—Trade was dull and the market was purely nominal and quoted at $2\frac{1}{2}$ @ $2\frac{1}{2}$ c bulk in bond New York.

OLIVE OIL FOOTS—Market was quiet but rather steady. Foots at New York were quoted at $7\frac{1}{4}$ @ $7\frac{1}{2}$ c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Inquiry was quiet. First quotations on new oil at New York were on a basis of 7c mills.

MORE DOMESTIC OILS USED.

Increasing quantities of cottonseed oil and beef fat were used in oleomargarine manufacture following the imposition of the excise tax on imported oils which became effective May 10, 1934. The following table shows the decline in the quantity of cocoanut oil used for this purpose in the months following imposition of the tax and the increase in the use of domestic oils and fats.

Fats and oils used in margarine manufacture in the first 7 months of 1934 are calculated by the Institute of Margarine Manufacturers as follows:

	Jan.	Feb.	Mar.	Apr.	May	June	July
	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
Cocoanut oil	71.6	72.3	70.2	70.1	61.5	39.1	46.4
Cottonseed oil	10.4	10.7	11.1	13.9	22.0	32.1	30.5
Neutral lard	5.8	5.2	5.7	4.1	3.5	5.5	3.1
Beef fats and oils	10.2	10.3	11.1	9.2	11.2	20.1	17.9
Peanut oil	1.5	1.1	0.9	1.4	1.1	1.0	1.0
Corn oil, soy bean oil, palm oil and others combined	.5	.4	1.0	1.3	.7	2.2	1.1

AUG. MARGARINE PRODUCTION.

Margarine production in August, 1934, showed an increase of 5.6 per cent from the production of the same month a year earlier, according to figures reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, as follows:

	Aug., 1934.	Aug., 1933.
	lbs.	lbs.
Production of uncolored margarine	21,715,912	20,705,445
Production of colored margarine	310,382	153,056
Total production	22,026,294	20,858,501
Per cent decrease	5.6 per cent	
Uncolored margarine withdrawn, tax paid	21,906,042	20,072,875
Colored margarine withdrawn, tax paid	58,490	35,704

CAKE AND MEAL EXPORTS.

There were 450 tons of cottonseed cake exported from the United States during August with a value of \$15,482. Cottonseed meal exports totaled 617 tons valued at \$17,810.

Sausage Manufacturers!

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Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products moved irregularly the latter part of the week, but developed strength with better hog, grain and stock markets, commission house buying of late months and a good cash lard trade.

Cottonseed Oil.

Cotton oil turned strong again, bulging to within a few points of the season's highs, on strong outside markets, commission house buying, light hedge selling and covering. Crude, 7c lb. bid in all sections. Offerings light and held at 7 1/4 c lb.

Quotations on bleachable cottonseed oil at New York Friday noon were: Oct., \$8.00@8.10; Dec., \$8.00@8.05; Jan., \$8.00@8.05; Mar., \$8.12@8.14; May, \$8.22@8.31.

Tallow.

Tallow, extra, 5 1/2 c sales.

Stearine.

Stearine, 10c lb. plants.

Friday's Lard Markets.

New York, Oct. 5, 1934.—Lard, prime western, \$7.55@7.65; middle western, \$7.45@7.55; city, 7 1/4 c nom.; refined Continent, 7 1/2 c; South American, 8c; Brazil kegs, 8 1/2 c; compound, car lots, 11c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Oct. 5, 1934.

General provision market dull and inactive. Very poor demand for A. C. hams; fair demand for lard.

Friday's prices were as follows: Hams, American cut, 86s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 76s; Canadian Cumberlands, 73s; spot lard was quoted 40s 3d.

LIVERPOOL PROVISION STOCKS.

On hand October 1, 1934, estimated by Liverpool Trade Association:

	Oct. 1, 1934.	Sept. 1, 1934.	Oct. 1, 1933.
Bacon, lbs.	26,656	27,216	157,808
Hams, lbs.	1,007,200	1,085,376	1,395,072
Shoulders, lbs.	7,057	3,360	2,800
Butter, lbs.	1,213,072	1,881,936	5,688
Cheese, lbs.	2,072,336	2,930,256	23,982
Lard, steam, tierces	400	1,268	2,311
Lard, refined, tons..	5,438	5,228	3,650

LIVERPOOL PROVISION MARKETS.

Prices per 100 lbs. for first quality product at Liverpool, September 17, with comparisons, were as follows:

	Sept. 17, 1934.	Sept. 12, 1934.	Sept. 21, 1933.
American green bellies.....	Nom.	Nom.	Nom.
Danish green sides	\$21.62	\$21.50	\$18.97
Canadian green sides	19.95	20.79	16.41
American short green hams ..	20.32	20.33	15.56
American refined lard ...	9.40	9.50	7.86

LARD AND GREASE EXPORTS.

Exports of lard, bacon and hams through the port of New York, during the first four days of the current week totaled 1,363,330 lbs. of lard and 79,500 lbs. of meat.

Lard exports from the United States for the full week ended September 29 totaled 5,526,825 lbs. against 7,887,755 lbs. for the same week in 1933. For the packer year to date, exports of lard have totaled 344,545,846 lbs. against 418,540,148 lbs. in the 1932-33 period.

Bacon and ham exports for the week ended September 29 totaled 2,237,300 lbs. against 1,412,000 lbs. for the same period last year. For the packer year to date, exports of these products totaled 115,114,830 lbs. against 68,925,830 lbs. for the same period from November 1, 1932, to September 29, 1933.

Lard exports from Chicago to United Kingdom not included in these figures, 1,327,000 lbs.

CANADIAN MEAT EXPORTS.

Total exports of meat products from Canada for August, compared with the same month a year ago, are as follows: Beef—August 1934, 183,700 lbs.; August 1933, 1,318,100 lbs. Bacon—August 1934, 7,073,900 lbs.; August 1933, 5,056,800 lbs. Pork—August 1934, 173,700 lbs.; August 1933, 437,500 lbs. Mutton and lamb—August 1934, 35,800 lbs.; August 1933, 11,700 lbs. Lard—August 1934, 268,700 lbs.; August 1933, 390,800 lbs. Lard compound—August 1934, 7,200 lbs.; August 1933, 4,800 lbs.

CANADIAN MEAT IMPORTS.

Meat imports into Canada from the United States for August, 1934, and total imports for 1934, with comparisons, are reported by the Dominion Live Stock Branch as follows:

	Aug., 1934. lbs.	Aug., 1933. lbs.	Total Imports. 1934. lbs.
Beef	2,460	1,963	14,206
Bacon and hams....	930	536	10,650
Pork	710,629	356,100	2,578,939
Mutton and lambs ..	569	274	4,728
Lard	1,115,523	669	2,863,567
Lard compound			396,908

CANADIAN STORAGE STOCKS.

Cold storage stocks of meat in Canada on September 1, 1934, with comparisons, are reported as follows by the Dominion Live Stock Branch:

	Sept. 1, 1934.	Aug. 1, 1934.	Sept. 1, 1933.
Beef, lbs.	9,675,037	8,777,292	9,061,017
Veal, lbs.	1,900,237	1,775,715	1,455,543
Pork, lbs.	19,426,630	22,611,356	26,520,289
Mutton and lambs, lbs.	873,747	737,501	1,036,854

GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$16.33 per cwt. on September 17, as compared with \$16.73 a week earlier and \$14.75 at the same time last year. Lard in tierces at Hamburg was quoted at \$19.07 compared with \$18.82 the previous week and \$13.93 on Sept. 21, 1933.

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago, Sept. 30, 1934:

	Sept. 30, 1934.	Aug. 31, 1934.	Sept. 30, 1933.
All kinds of bacon, lbs.	12,577	13,930	14,001
P. S. lard, lbs.	80,806,168	106,067,701	100,210,907
Other kinds of lard, lbs.	8,553,775	11,385,576	11,319,413
D. S. Cl. bellies, made since Oct. 1 '33, lbs.	8,305,074	10,059,044	30,400,689
D. S. rib bellies, made since Oct. 1 '33, lbs.	1,148,240	1,217,070	2,411,866
Ex. sh. cl. sides, made since Oct. 1 '33, lbs.	6,900	5,700	4,300
D. S. Sh. fat backs, lbs.	1,133,010	921,643	2,980,442
D. S. shoulders, lbs.	57,063	89,715	19,100
S. P. hams, lbs.	14,397,353	15,007,053	17,952,684
S. P. skinned hams, lbs.	24,133,989	22,069,358	30,519,047
S. P. bellies, lbs.	16,500,657	17,249,447	21,746,544
S. P. Californias or Picnics, S. P. Boston shldrs., lbs.	11,904,472	13,055,253	14,550,803
S. P. shoulders, lbs.	69,000	80,581	17,000
Other cuts of meats, lbs.	5,541,078	6,247,178	6,872,200
Total cut meats, lbs.	83,205,836	86,002,042	127,474,675

HOGS AND PORK PRICES.

(Continued from page 41.)

with prices practically following those of green bellies on a slow demand.

D. S. Bellies.—Market on dry salt bellies is basically strong but a lower price trend was experienced in the last half of the month in sympathy with that for green meats, particularly hams and loins. Buying in the South has been good owing to the higher price of cotton and the effect of government crop payments. Production has been light and stocks on hand are relatively low.

D. S. Fat Backs.—Production of fat backs has been very light owing to the light weight of hogs marketed. The average price level for the month was well above the August average, largely in sympathy with the general trend in the market for dry salt meats.

Hogs.

At Chicago, the September hog run was the smallest for the month in fifteen years and at the eleven markets it was the smallest since 1917. In spite of this, prices declined apparently owing to the inability of the consuming public to follow the price rise in pork meats. Another factor was the large percentage of light hogs and pigs in the runs and the scarcity of well finished kinds of any weight. In spite of the decline toward the end of the month, the average was \$1 higher than in August and \$2.60 higher than in September a year ago. When compared with a year ago, hogs are actually \$4.85 higher, taking the processing tax into consideration. Prospective runs for the balance of the year apparently will be light and while the supply factor is a strong one, it can readily be overshadowed by the demand which in the end must dictate not only hog prices but the volume marketed.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 5, 1934, show exports from that country were as follows: To the United Kingdom, 46,679 quarters; to the Continent 6,901. Exports the previous week were: To England, 120,173 quarters; to Continent, 5,774 quarters.

Live Stock Markets

CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Oct. 4, 1934.

CATTLE—Compared with last Friday: Strictly good and choice fed steers and yearlings, 50c lower; common and medium grades, unevenly steady to 25c lower, mostly steady. Better grade fed steers and yearlings predominated in glutted run, which in face of very sluggish dressed trade semi-demoralized the live market late in week. The better the cattle the more was the downturn, strictly choice 1,300-lb. steers selling down to \$10.00 @10.25. Closing market was very dull on better grades, but fairly active on kinds selling at \$7.50 down to \$3.50. Week's extreme top on fed steers, \$10.25; light yearlings, \$9.25; light steers, \$9.85. Light heifer and mixed yearlings, steady to 25c lower, lower grades as a rule getting better action than inbetweens; top heifers, \$8.50; all cows, 25c lower; bulls, weak to 25c lower; vealers, 50@75c lower. Approximately 10,000 westerns here this week, mostly stockers.

HOGS—Compared with last Friday: Market generally 25@40c lower; packing sows, 50@60c off. Undertone was improved after mid-week, as receipts let up. Week's extreme peak, \$6.60; practical top, \$6.40, paid at close; late bulk better grade 220 to 290 lbs., \$6.25 @6.35; 300 to 340 lbs., \$6.15@6.25; 170 to 210 lbs., \$5.50@6.25; light lights, \$4.50@5.50; strongweight slaughter pigs, \$3.00@4.25; packing sows, mainly \$5.25@5.60.

SHEEP—Compared with last Friday: Fat lambs, weak to 25c lower; sheep, little changed. Aggregate supplies were slightly reduced, but sluggish dressed trade is still a limiting factor on hoof values. Top native and range lambs, \$6.75; week's bulk slaughter offerings, both native and western,

\$6.50 down; bulk slaughter ewes, \$1.25 @2.25; top westerns, sold at \$2.50 at close.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Oct. 4, 1934.

CATTLE—Beef steers and yearlings, generally 25@50c lower, grain feds showing full decline; two loads, prime quality 1,109-lb. steers, \$9.35 for the week's top; other choice lots, \$8.00@8.35; medium to good quality, \$5.50@7.50; a few straight grass fat steers, \$2.75@4.75; fat cows and fed heifers, mostly 25c lower; cutters, weak to 25c off. Bulls declined 15@25c; vealers, steady to 50c off, with late top at \$6.50.

HOGS—On Tuesday extreme top dropped to \$5.95, first time top has been under \$6.00 since middle of last August. Final top rested at \$6.10 on choice grades scaling 220 to 310 lbs. Desirable grades scaling 180 lbs. and up are 20@25c lower. Underweights declined 35@50c, with spots off more on unfinished kinds. Packing sows, 50c lower at \$4.75@5.25.

SHEEP—Values are mostly 25c lower than a week ago. Wednesday, shippers paid up to \$6.35 on choice range offerings, while at close most more desirable offerings, both natives and rangers, went at \$6.00@6.25. Choice fed clipped lambs reached \$6.25; mature sheep, barely steady; a few choice fat ewes, \$2.25; bulk, \$2.00@2.15.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Oct. 4, 1934.

CATTLE—Compared with previous week's close: Native steers ruled off 25@50c; western grass steers, steady to 25c lower; mixed yearlings, heifers

and cows, steady; bulls, 10@15c lower; vealers, 50c higher. Top steers, \$8.00, averaging 1,081 lbs.; best matured steers, \$7.50; bulk of steer sales, \$4.65 @7.60; western grass steers, \$2.50@4.00; majority, \$3.15@3.90; top mixed yearlings, \$7.10; straight heifers, \$7.00; most good mixed yearlings and heifers, \$6.00@6.85; medium fleshed kinds, \$4.25@5.50. Beef cows sold mainly at \$2.50@3.25; top, \$4.50. Low cutters bulked at \$1.35@1.75; top sausage bulls, closed at \$3.15; top vealers late, \$7.25.

HOGS—Hog values wound up 40@50c lower for the period. Top Thursday was \$6.25; bulk, \$6.00@6.20; light lights, \$5.00@5.75; packing sows, \$5.00 @5.25.

SHEEP—Fat lambs recovered slight early losses to finish steady for period; bulk of lambs, \$6.50@6.85. Small killers paying top of \$7.00; throwouts, \$3.50@4.50; fat ewes, \$1.50@2.50.

SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Oct. 4, 1934.

CATTLE—Most steers and yearlings ruled fully 25c lower, and some plainer kinds showed 25@50c loss. Long yearlings and medium weight beeves, \$8.50 sparingly; one load, \$8.75; most grain feds, \$6.00@7.75. Fat she stock declined 25@50c, beef cows showing maximum loss. Load lots choice yearling heifers sold up to \$7.35 on late rounds. Beef cows bulked at \$2.25@2.75; cutters, \$1.50@2.00; bulls, steady to 25c lower; medium grades closed at \$2.75 down. Choice vealers, \$5.00. Heavy calves finished weak to 50c lower, few sold above \$4.00.

HOGS—Compared with last Friday, all slaughter classes showed 25@35c declines. Thursday's top held at \$5.90; bulk better 210- to 300-lb. butchers, \$5.75@5.85; good 170- to 200-lb. lights, \$5.25@5.75; desirable 140- to 170-lb. selections, \$4.25@5.25; good packing sows, \$5.10@5.30, few up to \$5.35;

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SHEEP—Prices for lambs slumped 25@35c early this week, with a steady trend noted later. Native lambs, \$6.00 @6.25 for better grade offerings; medium to choice rangers, \$5.25@6.00. Yearlings lost 25c with a few sales good to choice at \$5.00; slaughter ewes, weak to 25c lower, most sales around \$1.50@2.00, a few to \$2.25.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Oct. 4, 1934.

CATTLE—Current prices are mostly 15@25c under Friday of last week. She stock also lost 15@25c, grass beef cows showing full decline. Vealers sold steady; bulls, are weak to 25c lower; choice long yearlings, 1,089 lbs., and medium weights, 1,187 lbs., \$9.35, the week's top; choice 744-lb. heifers, \$7.85; around 1,050-lb. weights, \$8.00.

HOGS—Compared with last Friday, hog prices are 25@35c lower; Thursday's top, \$6.10, with following bulks: Good and choice 210 to 290 lbs., \$5.90@6.10; medium grades, \$5.50@5.75; good and choice 300 to 350 lbs., \$5.60@5.90; 170 to 200 lbs., \$5.25@5.85; 140 to 170 lbs., \$4.00@5.25; slaughter pigs, \$3.00 @3.75; packing sows, \$5.00@5.35; stags, \$4.50@5.00.

SHEEP—Lamb prices are 25@35c lower; yearlings and aged sheep, steady. Thursday's bulk sorted native and range lambs, \$6.00 to mostly \$6.25; good and choice yearlings, \$4.50@5.50; good and choice ewes are quotable at \$1.75@2.25.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Oct. 3, 1934.

CATTLE—More grain-fed steers and yearlings arrived today than recently, and grain-feds were weak to lower than Tuesday, or mostly 25@35c under Monday. She stock sold steady, bulls largely 15c lower. Grain feds sold mostly at \$6.00@8.00; warmed-up and short-feds, \$4.25@5.75; grass killer steers, \$2.50@4.00. Choice heifers sold up to \$7.75; medium grades and short-feds, \$3.75@5.25; plainer grassers, \$1.50@3.00; cows mostly \$2.50 down, a few \$3.00; low cutters and cutters, \$1.25@2.00; bulls, \$2.00@2.50; good to choice vealers, \$5.00@6.50 or better.

HOGS—Hogs held about steady, with light lights and pigs strong to 25c higher. Bulk 200- to 300-lb. butchers brought \$5.85@6.10; 170 to 190 lbs., \$5.25@5.90; 140 to 160 lbs., \$3.75@5.25; slaughter pigs, \$2.25@3.25; bulk of good packing sows went over the scales at \$4.85@5.25.

SHEEP—Fat lambs advanced mostly 25c today, placing bulk at \$6.25; throw-outs, \$3.50@4.00. Yearling wethers brought \$3.50@4.50; native ewes, \$1.25@2.00.

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Oct. 4, 1934.

Hog prices at 22 concentration points and 7 packing plants in Iowa and Minnesota were 15@35c lower than last Saturday. Receipts were much heavier

than a year ago and included many new crop hogs. Some were well finished but light, others were very plain. Bulk good to choice 200 to 290 lbs., \$5.60@5.90; long-hauled consignments, \$5.95 @6.00; 300 to 350 lbs., largely, \$5.40@5.85; few big weights down to \$5.25; 180 to 200 lbs., mostly \$5.10@5.75; light lights, \$3.50@4.60; most packing sows, \$4.70@5.15.

Receipts unloaded daily for the week ended Oct. 4, 1934, were as follows:

	This week.	Last week.
Fri., Sept. 28.....	17,500	16,200
Sat., Sept. 29.....	21,000	14,300
Mon., Oct. 1.....	27,200	27,700
Tues., Oct. 2.....	15,100	15,600
Wed., Oct. 3.....	18,200	12,500
Thurs., Oct. 4.....	12,500	12,900

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary week Sept. 27:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Sept. 27.	Prev. week.	Same week, 1933.
Toronto.....	\$ 5.00	\$ 5.50	\$ 4.85
Montreal.....	5.00	5.25	4.00
Winnipeg.....	5.00	4.50	4.00
Calgary.....	3.25	3.25	2.75
Edmonton.....	3.00	3.25	3.25
Prince Albert.....	2.50	2.00	3.00
Moose Jaw.....	3.25	3.50	3.25
Saskatoon.....	3.63	3.50	3.50

VEAL CALVES.

	Week ended Sept. 27.	Prev. week.	Same week, 1933.
Toronto.....	\$ 7.50	\$ 7.50	\$ 8.00
Montreal.....	6.50	7.00	7.00
Winnipeg.....	4.50	4.50	5.00
Calgary.....	3.00	3.25	3.25
Edmonton.....	3.50	4.00	4.00
Prince Albert.....	2.25	2.25	...
Moose Jaw.....	3.50	3.00	...
Saskatoon.....	3.40	3.50	2.50

SELECT BACON HOGS.

	Week ended Sept. 27.	Prev. week.	Same week, 1933.
Toronto.....	\$ 8.50	\$ 9.00	\$ 7.25
Montreal.....	8.50	7.50	7.50
Winnipeg.....	7.50	8.00	6.80
Calgary.....	7.75	8.50	6.85
Edmonton.....	7.60	8.30	6.25
Prince Albert.....	7.35	8.20	6.30
Moose Jaw.....	7.25	7.50	6.35
Saskatoon.....	7.00	8.00	6.30

GOOD LAMBS.

	Week ended Sept. 27.	Prev. week.	Same week, 1933.
Toronto.....	\$ 6.00	\$ 6.00	\$ 6.25
Montreal.....	5.85	5.75	5.85
Winnipeg.....	5.00	4.75	5.50
Calgary.....	4.50	4.50	4.25
Edmonton.....	4.50	4.50	4.00
Prince Albert.....	3.75	4.00	3.25
Moose Jaw.....	3.75	3.75	4.25
Saskatoon.....	4.15	4.00	4.00

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Sept. 28, 1934:

	Week ended Sept. 28.	Prev. week.	Cor. week, 1933.
Chicago.....	95,500	87,523	107,590
Kansas City, Kan.....	50,770	43,332	34,714
Omaha.....	29,285	26,645	40,787
St. Louis & East St. Louis.....	53,558	51,516	41,421
Sioux City.....	17,225	22,519	25,207
St. Joseph.....	25,421	12,507	31,262
St. Paul.....	29,067	27,504	43,857
N. Y., Newark & J. C.....	37,411	36,138	33,789
Total.....	338,546	307,684	358,641

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended September 29, 1934:

CATTLE.

	Week ended Sept. 29.	Prev. week.	Cor. week, 1933.
Chicago.....	45,546	46,144	33,177
Kansas City.....	58,129	62,506	31,157
Omaha.....	42,779	41,855	23,502
East St. Louis.....	18,726	18,503	20,394
St. Joseph.....	12,875	16,190	7,477
Sioux City.....	30,000	28,772	11,475
Wichita.....	2,944	3,309	2,356
Fort Worth.....	.....	.....	4,705
Philadelphia.....	3,597	3,201	1,975
Indianapolis.....	1,858	1,896	1,898
New York & Jersey City.....	9,547	8,762	8,803
Oklahoma City.....	8,398	14,380	4,283
Cincinnati.....	5,548	5,330	5,198
Denver.....	11,938	17,570	9,781
St. Paul.....	22,893	32,583	12,220
Milwaukee.....	6,379	6,535	3,952
Total.....	281,155	325,605	176,323

HOGS.

	Week ended Sept. 29.	Prev. week.	Cor. week, 1933.
Chicago.....	85,580	75,706	91,755
Kansas City.....	50,770	43,332	34,714
Omaha.....	31,810	25,310	110,676
East St. Louis.....	35,114	35,683	27,525
St. Joseph.....	29,410	25,144	71,754
Sioux City.....	19,063	13,047	25,568
Wichita.....	9,043	7,229	9,066
Fort Worth.....	.....	.....	15,908
Philadelphia.....	13,333	14,540	20,257
Indianapolis.....	8,198	9,304	13,883
New York & Jersey City.....	37,386	37,020	44,037
Oklahoma City.....	5,732	8,136	43,739
Cincinnati.....	10,361	11,764	24,279
Denver.....	6,800	7,382	7,095
St. Paul.....	24,703	20,128	95,050
Milwaukee.....	8,885	6,188	12,236
Total.....	377,208	339,973	645,570

SHEEP.

	Week ended Sept. 29.	Prev. week.	Cor. week, 1933.
Chicago.....	85,629	85,527	52,015
Kansas City.....	54,370	28,683	24,888
Omaha.....	55,016	39,458	30,738
East St. Louis.....	8,211	11,217	7,773
St. Joseph.....	30,813	19,385	15,425
Sioux City.....	25,128	23,498	11,882
Wichita.....	622	460	841
Fort Worth.....	.....	.....	4,628
Philadelphia.....	7,530	7,021	6,344
Indianapolis.....	2,925	3,151	2,021
New York & Jersey City.....	69,820	64,244	62,491
Oklahoma City.....	6,636	887	921
Cincinnati.....	2,547	2,058	3,002
Denver.....	15,729	6,504	55,202
St. Paul.....	48,286	23,505	25,818
Milwaukee.....	1,567	1,396	1,436
Total.....	444,829	296,992	302,445

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Sept. 29, 1934:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Sept. 29.....	391,000	408,000	703,000
Previous week.....	427,000	376,000	497,000
1933.....	255,000	1,313,000	475,000
1932.....	249,000	467,000	518,000
1931.....	258,000	549,000	621,000
1930.....	259,000	487,000	668,000

Hogs at 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 29.....	312,000	313,000	498,000
Previous week.....	329,000	274,000	342,000
1933.....	204,000	925,000	282,000
1932.....	197,000	319,000	343,000
1931.....	205,000	494,000	425,000
1930.....	194,000	358,000	497,000
1929.....	238,000	427,000	588,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 29.....	312,000	313,000	498,000
Previous week.....	329,000	274,000	342,000
1933.....	204,000	925,000	282,000
1932.....	197,000	319,000	343,000
1931.....	205,000	494,000	425,000
1930.....	194,000	358,000	497,000
1929.....	238,000	427,000	588,000

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RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 29, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	12,000	6,500
Kansas City	1,450	500	1,700
Omaha	3,000	800	6,500
St. Louis	1,000	1,800	250
St. Joseph	350	800	2,850
Sioux City	3,000	1,000	6,000
St. Paul	4,000	900	8,500
Fort Worth	1,000	300	2,150
Milwaukee	900	300	11,700
Denver	400	300	100
Louisville	400	300	100
Wichita	100	600	200
Indianapolis	1,000	600	200
Pittsburgh	1,000	2,000	100
Cincinnati	400	1,300	100
Buffalo	400	400	300
Nashville	200	300	300
Oklahoma City	300	400	7,500

MONDAY, OCTOBER 1, 1934.

Chicago	24,000	21,000	39,000
Kansas City	24,500	9,500	24,000
Omaha	20,000	8,500	23,000
St. Louis	6,200	12,500	10,500
St. Joseph	3,800	7,500	12,500
Sioux City	15,000	4,500	32,000
St. Paul	14,500	6,500	30,000
Fort Worth	2,600	500	4,400
Milwaukee	1,200	1,400	400
Denver	7,800	1,800	31,500
Louisville	300	500	500
Wichita	2,000	600	400
Indianapolis	600	5,000	3,500
Pittsburgh	4,000	2,300	2,000
Cincinnati	2,000	4,800	500
Buffalo	4,300	4,400	5,400
Cleveland	1,000	1,500	1,500
Nashville	500	400	300
Oklahoma City	1,500	900	300

The above estimates include 5,000 government cattle at Chicago; 2,500 at Kansas City; 2,000 at Omaha; 1,200 at St. Louis; 900 at St. Joseph; 4,000 at Sioux City and 2,000 at St. Paul.

There were 2,000 government calves at Chicago, 800 at Kansas City, 1,000 at Omaha, 500 at St. Louis, 100 at St. Joseph, 1,500 at Sioux City and 700 at St. Paul not included in above receipts.

There were 15,000 government sheep at Chicago, 16,000 at Kansas City, 12,000 at Omaha, 7,000 at St. Louis, 7,000 at St. Joseph, 5,200 at Sioux City and 5,000 at St. Paul included in above receipts.

TUESDAY, OCTOBER 2, 1934.

Chicago	9,500	20,000	29,000
Kansas City	8,500	5,500	14,000
Omaha	9,100	6,500	16,000
St. Louis	3,700	10,000	6,000
St. Joseph	2,500	6,500	6,000
Sioux City	5,500	4,500	4,000
St. Paul	2,900	6,000	11,000
Fort Worth	1,200	1,500	500
Milwaukee	1,200	1,500	500
Denver	1,300	500	13,200
Louisville	400	500	500
Wichita	2,000	900	300
Indianapolis	1,500	7,000	2,000
Pittsburgh	100	600	800
Cincinnati	800	3,300	700
Buffalo	1,000	800	200
Cleveland	300	600	700
Nashville	300	500	500
Oklahoma City	1,600	800	200

The above estimates include 1,500 government cattle at Chicago; 800 at Kansas City; 1,800 at Omaha; 200 at St. Louis; 100 at St. Joseph; 2,500 at Sioux City, and 500 at St. Paul.

There were 500 government calves at Chicago, 200 at Kansas City, 800 at Omaha, 100 at St. Louis, none at St. Joseph, 500 at Sioux City and 100 at St. Paul not included in above receipts.

There were 21,000 government sheep at Chicago, 15,000 at Kansas City, 4,500 at Omaha, 3,500 at St. Louis, 2,300 at St. Joseph, 1,300 at Sioux City and 4,500 at St. Paul included in above receipts.

WEDNESDAY, OCTOBER 3, 1934.

Chicago	14,500	16,000	17,000
Kansas City	5,800	3,500	15,000
Omaha	10,800	5,500	8,000
St. Louis	2,600	7,500	1,500
St. Joseph	3,000	5,000	3,000
Sioux City	4,600	4,000	8,000
St. Paul	3,500	6,500	3,500
Fort Worth	1,700	800	700
Milwaukee	1,200	2,500	300
Denver	1,900	800	16,500
Louisville	200	400	400
Wichita	2,000	500	400
Indianapolis	800	4,000	1,500
Pittsburgh	300	1,000	1,000
Cincinnati	600	4,100	900
Buffalo	200	1,100	800
Cleveland	500	1,000	500
Nashville	100	500	400
Oklahoma City	1,300	800	300

The above estimates include 500 government cattle at Chicago, 800 at Kansas City, 1,600 at Omaha, 600 at St. Louis, 200 at St. Joseph, 500 at Sioux City and 400 at St. Paul.

There were 500 government calves at Chicago, 200 at Kansas City, 800 at Omaha, 200 at St. Louis, none at St. Joseph, 100 at Sioux City and 200 at St. Paul not included in above receipts.

There were 8,000 government sheep at Chicago, 6,000 at Kansas City, 2,500 at Omaha, none at St. Louis, 4,000 at St. Joseph, 3,500 at Sioux City and 1,000 at St. Paul not included in above receipts.

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, Oct. 4, 1934:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs excluded):					
Lt. lt. (140-180 lbs.) gd-ch.	\$4.50@ 5.50	\$5.00@ 5.75	\$3.85@ 5.15	\$3.50@ 5.25	\$3.75@ 5.50
Lt. wt. (160-180 lbs.) gd-ch.	5.15@ 6.10	5.50@ 6.00	4.50@ 5.80	4.75@ 5.90	5.00@ 5.90
(180-200 lbs.) gd-ch.	5.85@ 6.30	5.80@ 6.15	5.15@ 5.90	5.65@ 6.05	5.50@ 6.10
Med. wt. (200-220 lbs.) gd-ch.	6.15@ 6.35	6.05@ 6.20	5.80@ 6.10	5.85@ 6.10	5.85@ 6.10
(220-250 lbs.) gd-ch.	6.25@ 6.40	6.10@ 6.20	5.90@ 6.10	5.95@ 6.10	5.95@ 6.10
Hvy. wt. (250-300 lbs.) gd-ch.	6.25@ 6.40	6.10@ 6.20	5.85@ 6.10	5.85@ 6.10	5.85@ 6.10
(300-350 lbs.) gd-ch.	6.15@ 6.35	6.00@ 6.15	5.80@ 6.10	5.80@ 6.10	5.80@ 6.10
Pkg. sows (275-350 lbs.) good.	5.40@ 5.65	5.15@ 5.40	5.25@ 5.35	5.10@ 5.35	5.10@ 5.35
(350-425 lbs.) good.	5.25@ 5.55	5.10@ 5.30	5.15@ 5.30	4.85@ 5.15	5.00@ 5.25
(425-550 lbs.) good.	5.15@ 5.40	5.00@ 5.25	5.00@ 5.25	4.85@ 4.90	4.80@ 5.10
(275-550 lbs.) medium.	4.00@ 5.40	4.00@ 5.15	4.00@ 5.20	4.00@ 5.00	4.00@ 5.10
Sitr. pigs (100-130 lbs.) gd-ch.	3.00@ 4.50	2.75@ 4.65	3.00@ 4.00	2.50@ 3.25	2.50@ 3.75
Av. cost & wt. Wed. (pigs excl.)	5.90-234 lbs.	5.74-198 lbs.	5.27-236 lbs.	5.48-214 lbs.	.....
Sitr. Cattle, Calves & Vealers:					
(550-900 lbs.) choice.	7.50@ 9.25	7.50@ 9.25	6.25@ 8.50	6.25@ 8.50	7.00@ 9.00
Good.	5.75@ 8.50	6.25@ 8.50	5.50@ 7.50	5.25@ 7.50	5.75@ 8.00
Medium.	4.50@ 6.25	4.25@ 6.75	4.00@ 5.75	3.75@ 5.75	4.00@ 6.00
Common.	2.75@ 4.75	3.25@ 4.50	2.50@ 4.25	2.50@ 4.00	2.35@ 4.35
STEERS:					
(900-1100 lbs.) choice.	8.50@ 9.75	8.50@ 9.50	7.50@ 9.25	7.50@ 8.75	8.00@ 9.50
Good.	6.25@ 8.50	6.75@ 8.75	5.75@ 8.50	5.75@ 7.75	6.00@ 8.75
Medium.	4.75@ 6.50	4.25@ 7.00	4.25@ 6.25	4.00@ 6.25	4.35@ 6.25
Common.	3.00@ 5.00	3.50@ 4.50	2.50@ 4.50	2.50@ 4.10	2.50@ 4.50
STEERS:					
(1100-1300 lbs.) choice.	9.00@10.25	8.75@ 9.75	8.50@ 9.50	7.75@ 9.00	8.75@ 9.75
Good.	6.50@ 9.25	7.00@ 9.00	6.25@ 8.75	6.25@ 8.15	6.25@ 9.00
Medium.	5.00@ 7.25	4.50@ 7.25	4.50@ 7.00	4.10@ 6.80	4.50@ 6.75
STEERS:					
(1300-1500 lbs.) choice.	9.25@10.25	9.00@ 9.75	8.75@ 9.75	8.15@ 9.00	9.00@10.00
Good.	7.25@ 9.25	7.25@ 9.00	7.00@ 8.75	6.80@ 8.15	6.75@ 9.00
HEIFERS:					
(550-750 lbs.) choice.	7.25@ 8.00	7.00@ 7.50	6.50@ 7.50	6.35@ 7.25	6.50@ 7.75
Good.	6.25@ 7.25	6.00@ 7.00	5.00@ 6.25	5.00@ 6.35	5.00@ 6.50
Com-med.	2.75@ 3.25	3.00@ 6.00	2.50@ 5.00	2.50@ 5.00	2.00@ 5.25
HEIFERS:					
(750-900 lbs.) gd-ch.	5.25@ 8.25	.....	5.25@ 7.85	5.00@ 7.50	5.25@ 8.00
Com-med.	2.75@ 5.25	.....	2.50@ 5.25	2.50@ 5.00	2.25@ 5.25
COWS:					
Good.	3.25@ 5.25	3.75@ 4.50	3.00@ 4.00	3.00@ 4.00	2.85@ 3.75
Com-med.	2.65@ 3.25	2.50@ 3.75	2.15@ 3.00	2.35@ 3.00	1.80@ 2.85
Low-cut-cut.	1.75@ 2.65	1.25@ 2.50	1.50@ 2.15	1.65@ 2.35	1.00@ 2.15
BULS:					
(Yr. ex. beef) good.	3.00@ 3.75	3.15@ 3.60	2.75@ 3.50	2.75@ 3.00	2.65@ 3.00
Cut-med.	2.00@ 3.25	2.00@ 3.15	1.75@ 2.75	1.75@ 2.75	1.50@ 2.65
VEALERS:					
Gd-ch.	6.50@ 8.00	6.25@ 7.25	4.50@ 5.50	5.00@ 6.50	5.00@ 7.00
Medium.	5.00@ 6.50	5.00@ 6.25	3.50@ 4.50	3.00@ 5.00	3.50@ 5.00
Cul-com.	4.00@ 5.00	1.50@ 5.00	2.50@ 3.50	2.00@ 3.00	1.25@ 3.50
CALVES:					
(250-500 lbs.) gd-ch.	4.00@ 7.25	5.50@ 7.00	3.50@ 5.75	3.50@ 6.25	3.75@ 6.75
Com-med.	3.00@ 4.00	2.50@ 5.50	2.50@ 3.50	2.00@ 3.50	2.00@ 3.75
Sitr. Sheep & Lambs:					
LAMBS:					
(90 lbs. down) gd-ch.*	6.35@ 6.75	6.50@ 7.00	6.00@ 6.25	6.00@ 6.35	6.00@ 6.50
Com-med.	5.25@ 6.40	4.25@ 6.50	4.75@ 6.00	4.00@ 6.00	4.00@ 6.00
YEARLING WETHERS:					
(90-110 lbs.) gd-ch.	5.50@ 5.85	5.25@ 5.75	4.50@ 5.50	4.75@ 5.35	4.50@ 5.00
Medium.	5.00@ 5.60	4.50@ 5.25	4.00@ 4.50	4.00@ 4.75	3.75@ 4.50
EWES:					
(90-120 lbs.) gd-ch.	1.85@ 2.50	2.25@ 2.75	1.75@ 2.25	1.75@ 2.25	1.75@ 2.25
(120-150 lbs.) gd-ch.	1.85@ 2.40	1.75@ 2.50	1.50@ 2.50	1.50@ 2.00	1.25@ 2.25
(All weights) com-med.	1.50@ 2.00	1.25@ 2.25	.50@ 1.75	1.00@ 1.75	.75@ 1.75

*Quotations based on ewes and wethers.

THURSDAY, OCTOBER 4, 1934.

Chicago	8,000	11,000	26,000
Kansas City	3,500	3,000	13,000
Omaha	5,500	19,000	19,000
St. Louis	3,800	8,500	7,000
St. Joseph	1,400	4,500	3,000
Sioux City	3,000	3,500	4,000
St. Paul	3,000	6,000	13,000
Fort Worth	1,800	500	3,700
Milwaukee	1,000	1,800	500
Denver	800	1,000	12,500
Louisville	200	500	500
Wichita	1,700	500	500
Indianapolis	700	4,000	1,000
Pittsburgh	800	1,000	800
Cincinnati	900	3,100	600
Buffalo	700	1,000	300
Cleveland	300	800	1,000
Nashville	100	500	400
Oklahoma City	700	900	200

The above estimates include no government cattle at Chicago, 900 at Kansas City, 300 at Omaha, 600 at St. Louis, 100 at St. Joseph, 500 at Sioux City, and 200 at St. Paul.

There were no government calves at Chicago, none at Kansas City, 1,500 at Omaha, 200 at St. Louis, none at St. Joseph, 100 at Sioux City, and 100 at St. Paul not included in above receipts.

There were 8,000 government sheep at Chicago, 11,000 at Kansas City, 6,000 at Omaha, 4,000 at St. Louis, 1,000 at St. Joseph, none at Sioux City and 2,500 at St. Paul included in above receipts.

FRIDAY, OCTOBER 5, 1934.

Chicago	2,000	12,000	7,000
Kansas City	800	2,500	2,000
Omaha	2,000	4,000	4,500
St. Louis	1,200	7,000	1,200
St. Joseph	1,200	5,000	3,000
Sioux City	1,700	2,500	3,500
St. Paul	3,200	7,500	11,000
Fort Worth	1,000	1,300	1,000
Denver	700	700	13,500
Wichita	300	1,100	100
Indianapolis	300	5,000	1,000

Pittsburgh	100	1,500	1,500
Cincinnati	1,200	3,000	800
Omaha	400	1,700	6,000
Oklahoma City	800	900	100

The above estimates include 500 government cattle at Chicago, 500 at Kansas City, 2,800 at Omaha, 1,200 at St. Louis, 200 at St. Joseph, 300 at Sioux City, and none at St. Paul.

There were 2,000 government sheep at Chicago, 12,000 at Kansas City, 10,500 at Omaha, 500 at St. Joseph, 500 at Sioux City, and 3,000 at St. Paul.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Sept. 29, 1934:

	*Cattle.	*Calves.	Hogs.	Sheep.
Jersey City	7,855	10,823	3,863	36,555
Central Union	2,509	1,003	.....	16,069
New York	2,916	1,523	9,971	7,259

Total	13,080	13,349	13,834	59,913
Previous week	12,348	14,553	13,176	56,752
Two weeks ago	15,803	21,640	12,187	59,662

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 29, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	7,185	4,380	6,057
Swift & Co.	5,323	2,193	10,028
Morris & Co.	8,536	.....	4,344
Wilson & Co.	4,206	5,157	7,318
Anglo-Amer. Prov. Co.	1,096	.....	.....
G. H. Hammond Co.	2,483	2,338	.....
Shippers	23,462	8,309	22,742
Others	18,867	18,347	31,721
Brennan Pkg. Co.	4,025	hogs; Hygrade Food Products Corp.	246 hogs; Agar Pkg. Co.
Total	66,128	cattle, 18,159 calves, 47,414 hogs, 82,210 sheep. Not including 2,880 cattle, 2,224 calves, 50,913 hogs and 26,161 sheep bought direct.	

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	10,161	5,928	6,343	12,086
Cudahy Pkg. Co.	6,204	2,638	2,565	7,329
Morris & Co.	2,547	1,930	.....	4,576
Swift & Co.	9,719	2,475	8,109	11,862
Wilson & Co.	6,914	2,923	3,642	11,393
Independent Pkg. Co.	.....	380	.....	.....
Others	7,789	1,901	3,325	37,124
Total	40,334	17,795	24,313	84,370

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,920	6,229	3,115	.....
Cudahy Pkg. Co.	6,549	6,665	5,718	.....
Dold Pkg. Co.	590	4,464	.....	.....
Morris & Co.	3,247	2,890	973	.....
Swift & Co.	7,415	6,548	3,311	.....
Others	.....	13,079	.....	.....
Eagle Pkg. Co.	18	cattle; Geo. Hoffman Pkg. Co.	35 cattle; Grt. Omaha Pkg. Co.	82 cattle; Omaha Pkg. Co.
So. Omaha Pkg. Co.	77 cattle; Lincoln Pkg. Co.	345 cattle; Nagle Pkg. Co.	106 cattle; Sinclair Pkg. Co.	221 cattle; Wilson & Co.
Total	24,828	cattle and calves; 39,915 hogs; 13,117 sheep.		

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,475	1,386	7,248	3,740
Swift & Co.	3,384	2,926	7,240	3,192
Morris & Co.	1,244	1,364	1,052	.....
Hell Pkg. Co.	1,024	.....	2,513	139
Krey Pkg. Co.	.....	2,238	.....	.....
Laclede Pkg. Co.	161	756	.....	.....
Shippers	6,787	2,439	20,676	2,391
Others	4,204	558	12,683	1,140
Total	19,279	8,673	55,790	10,602
Not including 1,510 cattle, 2,559 calves, 32,370 hogs and 3,023 sheep bought direct.				

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Krey Pkg. Co.	53	4	651	.....
Sieloff Pkg. Co.	81	1	989	.....
Laclede Pkg. Co.	42	5	288	.....
Swift & Co.	42	.....	119	.....
Sokolik Pkg. Co.	51	7	.....	38
Staats Pkg. Co.	23	7	.....	.....
Shippers	.....	.....	814	739
Others	313	262	132	67
Total	563	286	2,673	844

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	4,549	1,180	15,546	15,877
Armour and Co.	5,343	1,150	13,864	13,945
Others	1,761	83	2,465	3,727
Total	11,653	2,413	31,875	33,549

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	7,798	2,517	7,349	6,869
Armour and Co.	8,080	3,182	7,891	7,061
Swift & Co.	6,199	1,923	4,208	8,345
Shippers	2,519	.....	4,301	3,289
Others	288	13	15	.....
Total	24,884	7,635	23,764	27,384

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,145	757	3,586	620
Dold Pkg. Co.	604	122	2,668	.....
Wichita D. B. Co.	34	.....	.....	.....
Dunn-Osterling	62	.....	296	2
F. W. Dold & Sons	112	.....	.....	.....
Sunflower Pkg. Co.	106	.....	91	.....
Total	2,065	879	9,043	622
Not including 2,402 hogs bought direct; also 3,260 cattle and 1,027 calves bought for state and federal government relief commission.				

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,688	1,199	2,666	3,737
Wilson & Co.	2,691	1,233	2,732	2,899
Others	369	37	314	.....
Total	5,718	2,469	5,732	6,636
Not including 96 cattle and 115 calves bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,283	570	1,543	39,093
Swift & Co.	3,551	1,496	4,046	25,034
Others	2,487	813	1,918	7,206
Total	9,321	2,879	7,507	71,933

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,289	3,659	9,839	14,065
Cudahy Pkg. Co.	748	943	.....	.....
Swift & Co.	6,382	5,537	14,864	20,251
United Pkg. Co.	1,959	184	.....	.....
Others	19,898	992	4,318	12,730
Total	31,267	11,515	29,021	47,076
Not including 11,524 cattle, 5,077 calves and 13,940 sheep bought by F. S. R. C.				

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,740	4,475	9,800	1,242
Swift & Co.	.....	.....	.....	761
U.D.B. Co., N.Y.	.....	.....	.....	500
Omaha Pkg. Co., Chi.	.....	.....	.....	.....
Bimble Co., Harri-son, N. J.	.....	.....	336	.....
R. Gumz & Co.	94	.....	31	.....
Armour & Co., Mil.	548	2,205	.....	.....
Armour & Co., Chi.	540	102	.....	.....
N.Y.B.D.M. Co., N.Y.	60	.....	.....	.....
Shippers	299	57	60	92
Others	662	391	26	287
Total	4,908	7,129	10,262	2,913
Not including 2,275 cattle and 919 calves bought for state and federal government relief commissions.				

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,853	628	7,482	2,890
Armour and Co.	796	133	1,394	.....
Hilgemeyer Bros.	5	.....	918	.....
Brown Bros.	121	28	102	.....
Stumpf Bros.	.....	.....	99	.....
Indiana Prov. Co.	15	23	142	.....
Meier Pkg. Co.	88	13	189	.....
Schussler Pkg. Co.	40	.....	307	.....
Maass Hartman Co.	45	6	.....	.....
Art Wabnitz	13	57	30	.....
Shippers	2,999	1,719	16,477	4,656
Others	1,282	164	352	771
Total	7,257	2,771	27,462	8,356
Not including 6,488 sheep bought for F. S. R. C.				

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	.....	275	.....
Ideal Pkg. Co.	14	.....	322	.....
E. Kahn's Sons Co.	1,259	243	4,727	958
J. Lohrey Pkg. Co.	3	.....	155	.....
H. H. Meyer Pkg. Co.	24	25	2,574	.....
A. Sander Pkg. Co.	7	.....	.....	.....
J. Schlachter's Sons	322	166	.....	120
J. F. Schroth Pkg. Co.	17	.....	1,927	.....
J. F. Stegner & Co.	369	206	.....	60
Shippers	239	490	3,885	2,618
Others	1,826	625	274	301
Total	4,080	1,755	13,867	4,332
Not including 1,666 cattle, 65 calves, 182 hogs and 382 sheep bought direct; also 1,216 cattle and 420 calves bought for state and government relief commissions.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Sept. 29, 1934, with comparisons:

*CATTLE.

	Week ended, Sept. 29, 1934.	Prev. week, Sept. 22, 1933.	Cor.
Chicago	66,128	61,076	40,883
Kansas City	40,334	39,723	25,348
Omaha	24,828	24,281	21,923
East St. Louis	18,279	22,741	18,855
St. Louis	563	723	.....
St. Joseph	11,653	14,393	7,265
Sioux City	24,884	23,625	12,289
Oklahoma City	5,718	11,430	3,145
Wichita	2,065	2,459	1,744
Denver	9,321	13,215	3,135
St. Paul	31,267	28,157	13,953
Milwaukee	4,908	3,500	4,369
Indianapolis	7,257	12,177	5,364
Cincinnati	4,080	4,561	4,324
Total	252,375	285,368	163,323

*Total government purchase of cattle and calves in drought area up to Oct. 1, inclusive, as reported by F. S. R. C., 6,208,218 head. Total shipments, 3,541,031 head.

HOGS.

	Week ended, Sept. 29, 1934.	Prev. week, Sept. 22, 1933.	Cor.
Chicago	47,414	43,263	72,388
Kansas City	24,313	21,464	152,621
Omaha	39,915	37,550	105,509
East St. Louis	55,790	56,456	40,095
St. Louis	2,673	.....	3,260
St. Joseph	31,875	26,598	74,263
Sioux City	23,764	15,582	37,320
Oklahoma City	5,732	7,431	43,739
Wichita	9,045	4,002	5,944
Denver	7,507	7,043	15,995
St. Paul	29,021	23,837	37,602
Milwaukee	10,262	6,306	14,621
Indianapolis	27,462	29,283	69,640
Cincinnati	13,867	16,266	18,966
Total	328,638	294,920	691,863

*Includes pigs and sows bought for government account.

*SHEEP.

	Week ended, Sept. 29, 1934.	Prev. week, Sept. 22, 1933.	Cor.
Chicago	82,210	65,899	45,000
Kansas City	84,370	28,683	24,888
Omaha	13,117	17,710	16,406
East St. Louis	10,602	12,783	8,128
St. Louis	844	.....	926
St. Joseph	33,549	20,763	17,476
Sioux City	27,384	23,070	9,048
Oklahoma City	6,636	887	921
Wichita	622	460	841
Denver	71,933	72,211	10,202
St. Paul	47,076	28,983	27,490
Milwaukee	2,913	2,541	3,131
Indianapolis	8,356	8,902	7,037
Cincinnati	1,332	6,243	5,986
Total	393,944	289,135	177,488

*Total government sheep purchases up to Oct. 1, inclusive, 1,426,612.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 24	26,217	3,033	23,144	24,911
Tues., Sept. 25	12,738	2,860	19,259	13,284
Wed., Sept. 26	11,686	4,201	16,150	20,063
Thurs., Sept. 27	5,505	2,303	16,219	17,525
Fri., Sept. 28	6,272	2,668	17,047	16,904
Sat., Sept. 29	1,500	700	12,000	6,500

Total this week	63,915	15,665	103,828	98,277
Previous week	62,739	20,087	82,161	86,980
Year ago	47,719	7,329	290,418	90,925
Two years ago	45,658	7,224	115,287	104,618

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 24	4,550	12	2,409	2,380
Tues., Sept. 25	3,470	16	1,905	1,479
Wed., Sept. 26	4,114	148	7,235	2,657
Thurs., Sept. 27	2,736	224	1,354	3,164
Fri., Sept. 28	1,704	2	1,927	2,360
Sat., Sept. 29	100	.....	200	500

Total this week	16,674	402	7,634	12,940
Previous week	16,562	557	8,628	19,966
Year ago	12,674	299	15,782	9,673
Two years ago	15,970	585	11,548	26,478

Total receipts for month and year to Sept. 29, with comparisons:

	—September—		—Year—	
	1934.	1933.	1934.	1933.
Cattle	281,964	188,395	2,019,701	1,420,127
Calves	86,506	33,211	586,483	337,274
Hogs	384,117	1,238,404	4,677,858	5,996,191
Sheep	332,532	328,751	2,118,641	2,637,977

BEEF AND VEAL AWARDS.

Bids for processing cattle and calves, and for freezing and canning beef and veal, under schedule 102 were opened by the F. S. R. C. on September 29, and those for slaughtering sheep and processing mutton under Schedule 104 were opened on October 2.

Those for slaughtering cattle and processing boned beef totaled 53,176 head daily; for slaughtering and freezing as quarters, 4,940 head daily. Canning bids totaled the equivalent of 72,864 head of cattle daily. Bids for slaughtering calves and processing boned veal totaled 30,684 head daily; for slaughtering and chilling veal sides, 2,600 head daily and for canning veal, 51,668 head daily.

Under schedule 104 bids for slaughtering sheep and boning mutton totaled 128,244 head daily, for slaughtering and freezing carcasses, 10,100 head daily and for canning mutton, 135,817 head daily.

Owing to limitations placed on the cattle and calf buying program, it is anticipated that awards will be considerably smaller than total bids made. Awards will be made this week.

BUY CATTLE IN ACUTE AREAS.

Authorizations to purchase approximately 522,000 head of cattle in 18 drought states, in addition to those acquired under quotas which expired September 29, were issued by the AAA last week. The new authorizations, which will expire October 13, will bring the total expenditures in operations to remove cattle from drought areas to about \$92,000,000, and will bring the total number of cattle acquired for processing into relief supplies to about 7,000,000 head.

The quotas make possible the purchase of 475,000 head of drought cattle in Colorado, Kansas, Missouri, Montana, Nebraska, Nevada, New Mexico, North and South Dakota, Oklahoma, Texas, Utah and Wyoming; and allow the buying of 47,000 head in Arkansas, Minnesota, Oregon, Wisconsin and Louisiana. Buying operations will be limited to the most distressed areas, and agents have been authorized to buy stock only from producers definitely unable to provide adequate food supplies for their stock.

While emergency operations in the removal of livestock from drought areas are being "tapered off," the other phases of the drought relief program to conserve food supplies, and to facilitate the distribution of feed and forage to drought areas, are progressing rapidly, according to field reports to the AAA.

A MILLION CORN-HOG CHECKS.

Approximately 1,030,000 corn-hog contracts, or nearly 90 per cent of the expected total, have now been received for approval by the Secretary of Agriculture, and about \$100,000,000 or about 75 per cent of the estimated total first installment of benefit payments have been disbursed up to October 2 to contract signers, says Dr. A. G. Black, chief of the corn-hog section of the AAA.

Corn-hog checks now going out rep-

resent one-half of the corn payment and two-fifths of the hog payment due contract signers for participating in production adjustments under the 1934 corn-hog program. The second installment of payments, representing one-fifth of the hog payment and the last half of the corn payment, less the local administrative expenses, will be due November 15 of this year. The third and final installment, representing two-fifths of the hog payment, less local administrative expenses, will be paid on or about February 1, 1935.

SOME ACTIVITY IN WOOL.

Bids are being made quite frequently on various grades of spot territory wools but most of them are at firm asking prices and consequently sales are not being closed. A little medium grade has been sold. Strictly combing 56s, $\frac{3}{4}$ blood, territory wools are 65@67c, scoured basis. Strictly combing 48s, 50s, $\frac{3}{4}$ blood closed at 60@62c. Reports in this market indicate that a sizable volume of 12-month wools in Texas have been sold at 60@64c, scoured basis, delivered East. Quotations for the week follow.

Domestic Fleeces, grease basis—

Ohio Penn., fine clothing	23	@24
Ohio & Penn., fine delaine	29	@30
Ohio & Penn., $\frac{1}{2}$ -blood combing	30	@31
Ohio & Penn., $\frac{1}{2}$ -blood, clothing	25	@26
Ohio & Penn., $\frac{3}{4}$ combing	30	@31
Ohio & Penn., $\frac{1}{4}$ combing	29	@30
Ohio & Penn., $\frac{1}{4}$ clothing	27	@28
Low, $\frac{1}{4}$ combing	27	@28

Territory, clean basis—

Fine staple	75	@77
Fine, fine French, combing	72	@75
Fine, fine medium, clothing	67	@69
$\frac{1}{2}$ -blood, staple	72	@75
$\frac{3}{4}$ -blood, staple	65	@67
$\frac{1}{4}$ -blood, staple	60	@62
Low, $\frac{1}{4}$ -blood	55	@56

Texas, clean basis—

Choice, 12 months	73	@75
Average, 12 months	72	@73
Fine, 8 months	66	@68
Fall	58	@60

DOG FOOD CODE RECOGNIZED.

NRA recognition has been extended the code authority of the dog food industry, consisting of the following members: H. C. Clayburgh, California Animal Products Co., Oakland, Calif.; P. M. Chappel, Chappel Bros., Inc., Rockford, Ill.; Atewart Rose, Simpson Products Co., Terre Haute, Ind.; W. Mowll, Old Trusty Dog Food Co., Needham, Mass.; Sidney Davidson, Foster Canning Co., Brooklyn, N. Y.; F. C. McDowell, Foell Packing Co., Chicago, Ill.; and F. J. Daubenmerkl, Thorobread Co., Cincinnati, Ohio. Mr. McDowell and Mr. Daubenmerkl represent non-members of the national Dog Food Association.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Sept. 29, 1934:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef in tins.	72,000 lbs.	
Argentina—Oleo stearine in bags.	49,830 lbs.	
Canada—Smoked meat	3,810 lbs.	
Canada—Pork sausage	560 lbs.	
Canada—Fresh pork tenderloins	128 lbs.	
Czechoslovakia—Cooked hams in tins.	96 lbs.	
England—Canned meats	52 lbs.	
Germany—Smoked sausage	4,739 lbs.	
Germany—Cooked hams	405 lbs.	
Germany—Smoked hams in tins.	3,020 lbs.	
Irish Free State—Smoked pork	1,645 lbs.	
Italy—Bouillon cubes	675 lbs.	
Italy—Smoked sausage	2,479 lbs.	
Norway—Canned meats	800 lbs.	
Poland—Cooked hams in tins.	255 lbs.	
Uruguay—Canned corned beef in tins.	27,000 lbs.	

STUDY AAA PROGRAM EFFECT.

What effect will the AAA program have on those who live—not on farms—but in the crowded centers of urban life? What effect will it have on urban agencies marketing farm products? For those interested in the economic basis of the Agricultural Adjustment Act, its administration, and the problems which it attempts to solve, E. A. Duddy, professor of marketing in the School of Business, University of Chicago, will offer a course called "The Agricultural Adjustment Act and Related Legislation" at University College on Wednesday evenings for three months, beginning October 3. This course is intended primarily not for trained economists, but for the ordinary business man, the housewife, the student of social change. So far as the evidence permits, an effort will be made to evaluate performance under the Agricultural Adjustment Act and to determine its effect on agriculture and related industries.

N. Y. HIDE FUTURE PRICES.

Saturday, Sept. 29, 1934—Old Contracts—Close: Dec. 6.50n; Mar. 6.65n; sales none. Closing unchanged.

Standard—Close: Dec. 7.75@7.80; Mar. 8.00@8.07; June 8.26 sale; Sept. (1935) 8.59@8.60 sales; sales 7 lots. Closing unchanged to 2 higher.

Monday, Oct. 1, 1934—Old Contracts—Close: Dec. 6.40@6.55; Mar. 6.55n; sales 8 lots. Closing 10 lower.

Standard—Close: Dec. 7.51@7.56; Mar. 7.77@7.80; June 8.03 sale; Sept. 8.35n; sales 56 lots. Closing 23@24 lower.

Tuesday, Oct. 2, 1934—Old Contracts—Close: Dec. 6.50@6.70; Mar. 6.65n; sales none. Closing 10 higher.

Standard—Close: Dec. 7.55@7.65; Mar. 7.85 sale; June 8.10@8.15; Sept. 8.35@8.45; sales 40 lots. Closing unchanged to 8 higher.

Wednesday, Oct. 3, 1934—Old Contracts—Close: Dec. 6.35@6.40; Mar. 6.50n; sales 4 lots. Closing 15 lower.

Standard—Close: Dec. 7.50@7.55; Mar. 7.75@7.85; June 8.00 sale; Sept. 8.25@8.35; sales 33 lots. Closing 5@10 lower.

Thursday, Oct. 4, 1934—Old Contracts—Close: Dec. 6.35@6.50; Mar. 6.50n; sales none. Closing unchanged.

Standard—Close: Dec. 7.50@7.58; Mar. 7.76 sale; June 8.01@8.07; Sept. 8.30@8.45; sales 19 lots. Closing unchanged to 5 higher.

Friday, Oct. 5, 1934—Old Contracts—Close: Dec. 6.35n; Mar. 6.50n; sales none. Closing unchanged.

Standard—Close: Dec. 7.51 sale; Mar. 7.75@7.80; June 8.01@8.05; Sept. 8.30@8.40; sales 19 lots. Closing 1 lower to 1 higher.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Sept. 22, 1934:

Week ending:	New York.	Boston.	Phila.
Sept. 22, 1934	26,359	7,970	
Sept. 15, 1934	18,456		
Sept. 8, 1934	7,298		
Sept. 1, 1934	2,942		
Sept. 23, 1933	687,178	46,227	40,238
Sept. 16, 1933	152,312	2,247	
	33,041	2,200	
	1,092,217	71,633	71,952

Hide and Skin Markets

Chicago.

PACKER HIDES—There was a light scattered trade in the packer hide market throughout the week, total sales so far reported being 27,000 hides. The bulk of the movement was at steady prices, with most descriptions involved to some extent on different days, but the feature of the market was the sale of native steers at $\frac{3}{4}$ c off early, followed by a car late this week at a full cent off from last week. Native steers had worked considerably above their former parity with other descriptions in recent weeks.

Buyers are willing to take large quantities of light native cows and branded cows at a half-cent down but packers appear to be holding firmly at last trading prices. Branded steers appear to be able to take care of themselves. According to press reports, a proposal to have the Government buy an additional 2,500,000 cattle in Texas and other southwestern states has been turned down. The Government program is approaching the end, so far as cattle buying is concerned, but a good part of the purchases is yet to be shipped.

Attention centered late in the week mostly on the movement of packer calfskins and kipskins, with the hide market inclined to dullness.

One packer sold 3,300 Aug.-Sept. native steers early at $\frac{9}{4}$ c, and late this week a car at $\frac{9}{4}$ c, or full cent under last week. The Association sold 1,500 extreme light native steers late this week at 7c.

Total of 7,000 butt branded steers moved at 9c, steady. Colorados last sold previous week at $\frac{8}{4}$ c, and heavy Texas steers at 9c. One packer moved 5,000 light Texas steers this week at 8c, steady. Extreme light Texas steers quotable $\frac{6}{4}$ @7c asked.

One lot of 2,000 heavy native cows sold at 8c, steady. Total of 4,000 light native cows moved at 7c and this is asked, with bids of $\frac{6}{4}$ c declined. Branded cows last moved previous week at $\frac{6}{4}$ c, and this is asked.

Two packers sold 2,700 native bulls this week at 6c, steady. Branded bulls last moved at 5c on a clean-up basis.

SMALL PACKER HIDES—Local small packer all-weights hardly quotable over $\frac{6}{4}$ @ $\frac{6}{4}$ c in a nominal way for native steers and cows, with branded $\frac{1}{2}$ c less. Outside small packer lots moving $\frac{1}{4}$ @ $\frac{1}{2}$ c under these figures.

Local small packer association late this week sold 1,500 Sept. extreme light native steers at 7c.

FOREIGN WET SALTED HIDES—Prices in the South American market were irregular but moving within a narrow range. A pack of 4,000 Uruguay steers sold at close of last week to Russia equal to 10 $\frac{1}{2}$ c, c.i.f. New York, as against 11 $\frac{1}{2}$ c paid earlier; mid-week 4,000 Artigas sold to Europe equal to 11 $\frac{1}{2}$ c, c.i.f. New York. Late this week 4,000 Smithfield steers sold to United Kingdom at 58 $\frac{1}{2}$ Argentine pesos, equal to 9 $\frac{1}{2}$ c, c.i.f. New York, off $\frac{1}{4}$ c from last sale two weeks back.

COUNTRY HIDES—Trading in the country market is slow and prices a trifle easier. There appear to be plenty of country hides available but not a great deal of pressure on offerings. All-weights being quoted 5@ $\frac{5}{4}$ c, selected, delivered, trimmed. Heavy steers and cows have a very narrow outlet and quoted around $\frac{4}{4}$ c, nom., top. Buff weights quoted around $\frac{5}{4}$ c, trimmed, and extremes hardly over 6c, trimmed, at the moment, although more usually asked. Bulls about 3 $\frac{1}{4}$ c; glues around 3 $\frac{1}{2}$ c. All-weight branded 4@ $\frac{4}{4}$ c, flat, less Chicago freight.

CALFSKINS—After moving at steady price early, packer calfskins late this week sold off a half-cent in a large movement. One packer moved couple cars Sept. heavy calfskins, $\frac{9}{2}$ /15-lb., mid-week at 13c for picked northern points. Later same packer sold 70,000 Aug. heavy calf and Sept. all-weights at 12 $\frac{1}{2}$ c for northern point heavies, 11 $\frac{1}{2}$ c for River point heavies, and 10 $\frac{1}{2}$ c for lights under 9 $\frac{1}{2}$ -lb. Another packer is credited with 10,000 Sept. calf, and a third packer sold 11,000 Sept., same basis.

LATER—Fourth packer sold 70,000 Sept. calfskins at 12 $\frac{1}{2}$ c for northern heavies, 11 $\frac{1}{2}$ c for River point heavies and 10 $\frac{1}{2}$ c for lights.

Chicago city calfskins quiet, with 8/10-lb. quoted around 8 $\frac{1}{2}$ c nom., and 10/15-lb. 10c nom. Outside cities, 8/15-lb., quoted around 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c; mixed cities and countries 7 $\frac{1}{2}$ @8c, straight countries about $\frac{6}{4}$ c. Chicago city light calf and deacons were well cleaned up last week at 65c.

KIPSKINS—Packer kipskins quoted around 10c nom. for northern natives, with last actual sale at 9 $\frac{1}{4}$ c for Aug. take-off; one packer sold 2,500 Sept. southern over-weights this week at 8c, figuring 9c basis for northern over-weights, or $\frac{1}{4}$ c over last sale; branded kips last sold at 7 $\frac{1}{2}$ c.

LATER—One packer sold 20,000 northern native kipskins at 9 $\frac{1}{2}$ c, or half-cent down.

Last sale of Chicago city kipskins, previous week, was at $\frac{8}{4}$ c. Outside cities quoted 8@8 $\frac{1}{4}$ c, nom.; mixed cities and countries about 7 $\frac{1}{2}$ c, straight countries 6@ $\frac{6}{4}$ c.

Packer regular slunks last sold at 60c for Aug. skins.

HORSEHIDES—Market about unchanged, with good city renderers hardly quotable over \$2.25@2.50, mixed city and country lots \$2.00@2.25, with No. 2's at 50c less.

SHEEPSKINS—Dry pelts quoted 10 @11 $\frac{1}{2}$ c for full wools, short wools half-price. Considerable variation in quotations on packer shearlings; one packer reported to have sold couple cars at 35c for No. 1's, 25c for No. 2's, and 15c for clips; sales reported in another direction at 50c, 45c and 35c; one packer sold straight car No. 1's, around 1 inch wool, fit for beaverizing purposes, at 55c and this could be obtained for more of comparable quality. Last sales of Sept. pickled skins, previous week, reported at \$3.00 per doz. straight run; however, quality getting poorer and some quote market around 25c less. Sales were reported up to \$3.50 per doz.

at New York for top grade, with straight run quoted around \$3.00. Packer lamb pelts quoted 85@90c per cwt. live lamb, or 65@75c each; outside small packer lambs 40@50c each.

New York.

PACKER HIDES—Native steers declined a cent this week when one packer sold 1,800 Sept. take-off at 10c; following a sale in the western market at $\frac{3}{4}$ c decline. Sept. hides are now well cleaned up except for a few cows and bulls. Sept. branded steers moved earlier at 9c for butt brands and 8 $\frac{1}{2}$ c for Colorados, and market quotable unchanged.

CALFSKINS—Light calfskins sold a bit higher early, when collectors sold a few cars at 85c for the 5-7's, and \$1.00@1.05 for the 7-9's; the heavy end was easier, with offerings at \$1.80@1.85. Packer skins quotable 5@10c over these figures at the time, but market a trifle easier at present.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended September 29, 1934, were 4,953,000 lbs.; previous week, 5,493,000 lbs.; same week last year, 3,792,000 lbs.; from January 1 to September 29 this year, 173,675,000 lbs.; same period a year ago, 171,502,000 lbs.

Shipments of hides from Chicago for the week ended September 29, 1934, were 7,310,000 lbs.; previous week, 6,422,000 lbs.; same week last year, 3,860,000 lbs.; from January 1 to September 29 this year, 212,115,000 lbs.; same period a year ago, 198,489,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 5, 1934, with comparisons, are reported as follows:

	PACKER HIDES.			
	Week ended Oct. 5.	Prev. week.	Cor. week, 1933.	
Spr. nat. str.	10 @10 $\frac{1}{2}$ n	11 @11 $\frac{1}{2}$ n	10 $\frac{1}{2}$ @11n	
Hvy. nat. str.	@ 9 $\frac{1}{4}$	10 $\frac{1}{2}$ @11	@10 $\frac{1}{2}$	
Hvy. Tex. str.	@ 9	@ 9	@10 $\frac{1}{2}$	
Hvy. butt brand'd str.	@ 9	@ 9	@10 $\frac{1}{2}$	
Hvy. Col. str.	@ 8 $\frac{1}{2}$	@ 8 $\frac{1}{2}$	@10	
Exch't Tex. str.	@ 7 $\frac{1}{2}$	@ 7	@ 9	
Brnd'd cows.	@ 6 $\frac{1}{2}$	@ 6 $\frac{1}{2}$	@ 9	
Hvy. nat. str.	@ 8	@ 8	@ 9	
Lt. nat. cows	@ 7	@ 7	@ 9 $\frac{1}{2}$	
Nat. bulls...	@ 6	@ 6	@ 6 $\frac{1}{2}$ n	
Brnd'd bulls.	@ 5	@ 5	@ 6 $\frac{1}{2}$ n	
Calfskins ...10 $\frac{1}{2}$ @12 $\frac{1}{2}$	11 @13	16 @20n		
Kips, nat. ...	@10n	9 $\frac{1}{2}$ @10n	@15	
Kips, ov-wt.	@ 9n	8 $\frac{1}{2}$ @ 9n	@14	
Kips, brand'd.	@ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@11 $\frac{1}{2}$	
Slunks, reg.	@ 60	@ 60	70 @75	
Slunks, hrls.30	@ 40	30 @40	40 @50	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	6 $\frac{1}{2}$ @ 6 $\frac{1}{2}$	6 $\frac{1}{2}$ @ 6 $\frac{1}{2}$	9 @ 9 $\frac{1}{2}$ n
Brands ...	@ 6	@ 6 $\frac{1}{2}$	8 @ 9n
Nat. bulls...	5 $\frac{1}{2}$ @ 6n	5 $\frac{1}{2}$ @ 6n	@ 7
Brnd'd bulls.	@ 5n	@ 5n	@ 6 $\frac{1}{2}$ n
Calfskins ...	8 $\frac{1}{2}$ @10	8 $\frac{1}{2}$ @10	14 @17n
Kips ...	@ 8 $\frac{1}{2}$	@ 8 $\frac{1}{2}$	@14n
Slunks, reg.	35 @50n	35 @50n	65 @75n
Slunks, hrls.20	@30n	20 @30n	30 @40n

COUNTRY HIDES.

Hvy. steers...	@ 4 $\frac{1}{2}$ n	4 $\frac{1}{2}$ @ 4 $\frac{1}{2}$	@ 7
Hvy. cows...	@ 4 $\frac{1}{2}$ n	4 $\frac{1}{2}$ @ 4 $\frac{1}{2}$	@ 7
Bulls ...	@ 5 $\frac{1}{2}$	5 $\frac{1}{2}$ @ 5 $\frac{1}{2}$	8 @ 9 $\frac{1}{2}$
Extremes ...	6 @ 6 $\frac{1}{2}$	6 @ 6 $\frac{1}{2}$	9 @ 9 $\frac{1}{2}$
Bulls ...	@ 3 $\frac{1}{4}$	3 $\frac{1}{4}$ @ 3 $\frac{1}{4}$	5 @ 5 $\frac{1}{2}$
Calfskins ...	@ 6 $\frac{1}{2}$	@ 6 $\frac{1}{2}$	@ 12
Kips ...	@ 6 $\frac{1}{2}$	@ 6 $\frac{1}{2}$	10 $\frac{1}{2}$ @11
Light calf...	25 @35n	25 @35n	@50n
Deacons ...	25 @35n	25 @35n	@50n
Slunks, reg.	@15n	@15n	@20n
Slunks, hrls.	@ 5n	@ 5n	@10n
Horsehides	2.00@2.50	2.00@2.60	3.00@3.75

SHEEPSKINS.

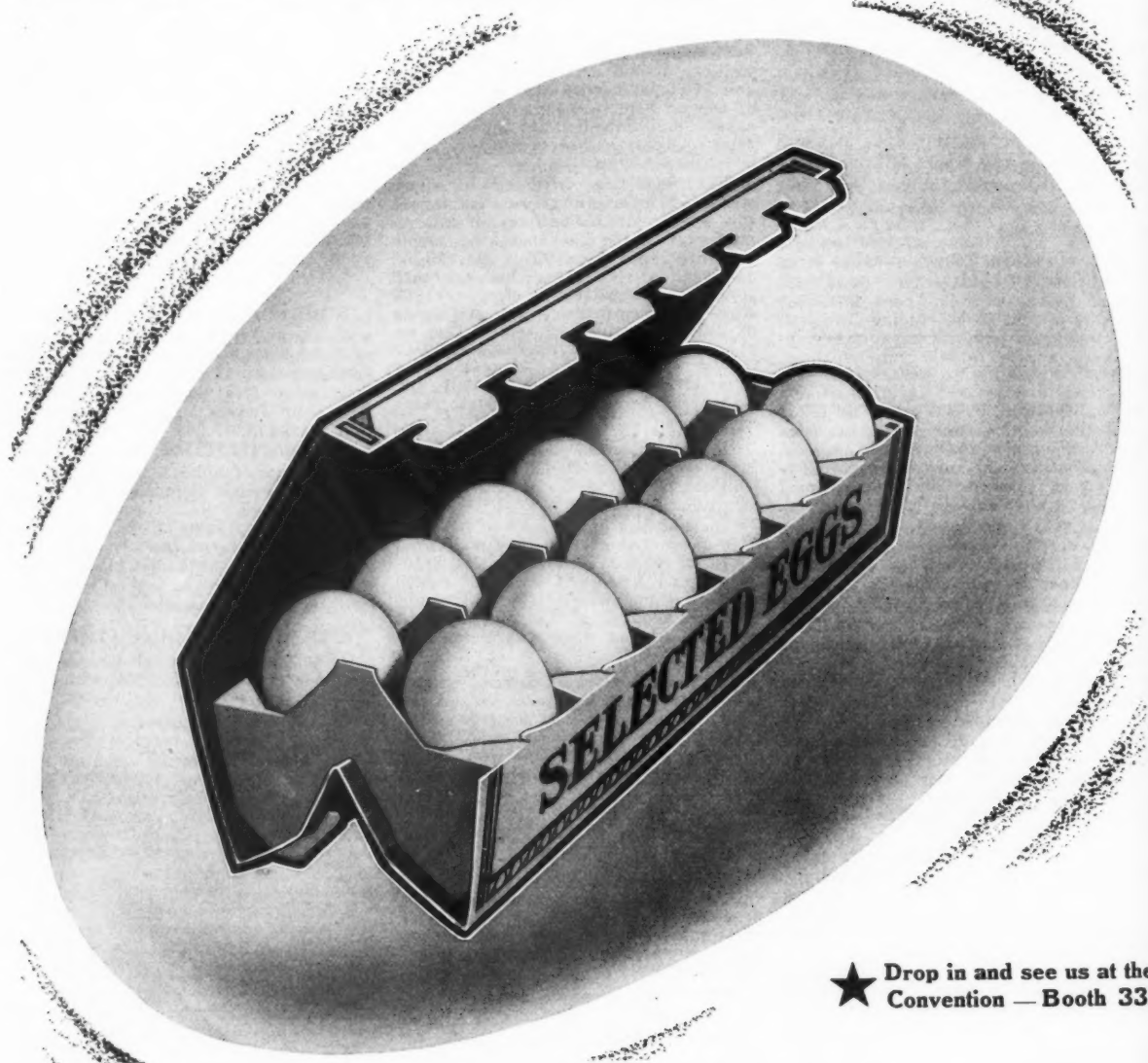
Pkr. lambs...	@75	68 @75	1.30@1.40
Sml. pkr. lambs ...	@50	40 @50	1.00@1.10
Pkr. shearings	35 @55	35 @55	@80
Dry pelts ...	10 @11 $\frac{1}{2}$	9 @11 $\frac{1}{2}$	14 $\frac{1}{2}$ @15 $\frac{1}{2}$

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CHICAGO SECTION

Howard Rath, treasurer, Rath Packing Co., Waterloo, Ia., was in Chicago on business this week.

Among Chicago visitors during the past week was J. L. Cardona, of Cudahy Bros. Co., Cudahy, Wis.

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., was a Chicago visitor during the past week.

P. E. Tovrea, president, Tovrea Packing Co., Phoenix, Ariz., spent a short time in Chicago this week on his way to Washington, D. C.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 32,624 cattle, 7,552 calves, 34,926 hogs and 69,860 sheep.

Robert L. Ellis succeeds the late Charles Dawson as traffic manager of Jacob E. Decker & Sons Co., Mason City, Iowa. Mr. Dawson was killed in a motor accident last month.

An explosion in the basement beneath the pharmaceutical laboratory building of Wilson & Co. at 4221 South Western avenue on Tuesday did considerable damage to the building.

Martin Seligman, sales manager, Pelocel Products Corp., Brooklyn, N. Y., is the "early bird" among out-of-town arrivals for the packers' convention. He registered at the Drake early this week.

Harry G. Cuneo, formerly manager of the Hormel branch house on Fulton street, Chicago, returned to Chicago this week greatly improved in health, after almost a year spent at a Milwaukee sanitarium.

A strike of 500 members of the kosher sausagemakers' union was called in Chicago this week. These workers are demanding a raise to \$1 an hour for butchers and a 25 per cent increase in wages for sausagemakers.

Provision shipments from Chicago for the week ended Sept. 29, 1934, with comparisons, were reported as follows:

	Week Sept. 29.	Previous week.	Same week '33.
Cured meats, lbs.	21,848,000	27,410,000	19,435,000
Fresh meats, lbs.	71,170,000	57,932,000	47,869,000
Lard, lbs.	7,151,000	8,291,000	7,402,000

SAM NASH HAS PASSED ON.

Samuel T. Nash, chairman of the board of the Cleveland Provision Co., Cleveland, O., passed away on September 28 at the Lakeside hospital in Cleveland, following a long illness which was climaxed by an operation from which he failed to rally. Interment was in Lake View cemetery, Cleveland, on October 1, after services at Wade Memorial chapel which were largely attended by trade representatives as well as family friends.

"Sam" Nash was long a leader in the provision business, and his company has always been a prominent exporter.



SAMUEL T. NASH.

He was for many years an active participant in industry association activities, and was a vice president of the Institute of American Meat Packers and a member of its board. He was recognized as a keen judge of trade conditions and a wise counselor in co-operative effort for the welfare of the industry. He had a very wide circle of friends in the industry.

Born on April 9, 1876, at Bevington Hall, Worcestershire, England, he came to this country in 1893 and located at Ottumwa, Iowa, with John Morrell & Company. In 1899 he went to Cleveland and became associated with the Cleveland Provision Company. Shortly after the death of his father, John



DAN STARSKY.

Nash, he became president of the Cleveland Provision Company. This was in 1911. He remained in that position until 1928, at which time he became chairman of the board.

During the war he served on the National Food Board under Herbert Hoover. He was for several years a member of the Ohio State Board of Agriculture. While his health was good he was very active in athletics, particularly tennis and golf. For several years he was city tennis champion of Cleveland.

Surviving are five brothers, W. S. Nash and R. P. Nash, vice presidents and T. H. Nash, sales manager of the Cleveland Provision Co., and H. L. Nash, all of Cleveland, and Commodore J. W. Nash, who resides in England; four sisters, Miss Elizabeth Nash of Cleveland, Diana and Anna Nash of Tryon, N. C., and Mrs. Charles Tilby, England.

DEATH OF DAN STARSKY.

Dan Starsky, president of the Home Packing Co., Toledo, Ohio, passed away on September 21 at the age of 52 years.

Mr. Starsky had been a life-long resident of Toledo, having begun his business career in a retail grocery and meat market, which later developed into one of the largest stores of its kind in the city. Following his work as a retail merchant, he became a livestock broker and dealer, but his ambition had always been to operate a meat packing plant. This ambition was realized in 1923, when he established the Home Packing Company, and at the time of his death he was one of the leaders in his field in Ohio.

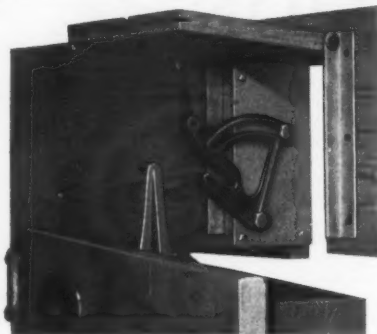
Mr. Starsky was a thirty-second degree Mason, a member of Zenobia Shrine, the Elks, the Chamber of Commerce and the Institute of American Meat Packers.

DEATH OF 50-YEAR VETERAN.

News of the death of Ed Kirchoff, veteran ham boner of New York and San Francisco, comes within a few days of the convention which would have awarded him his gold service button for fifty years' service in the industry.

Mr. Kirchoff had been employed since 1923 by Tiedemann & Harris, Inc., of San Francisco. First entering the industry in Germany in 1884, he came to the United States in 1890 and was successively employed in New York by J. M. Olin, Pete Schroeder, the Raider Provision Co., Louie Meyer, Kahler Provision Co., and Dick Costa. Reaching the west coast in 1911, he was employed by Moran & Company, which was later succeeded by the Virden Packing Company.

He always took much pride in his length of service, insisted on being called "a New York ham boner," and was looking forward to the gold service button with great interest.



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THE OLD TIMER

Chas. W. Dieckmann

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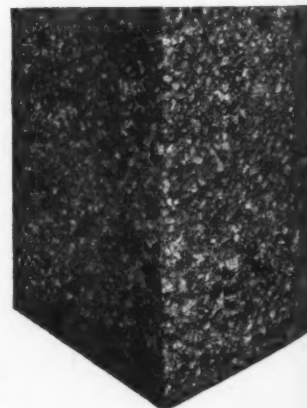
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CORN-HOG PLAN UP TO FARMER.

Some idea of how the hog and corn production program in 1935 may be adjusted will be given in the compilation of a producers' vote taken in the two weeks ended October 12, under the general supervision of the Agricultural Adjustment Administration. Two questions are being submitted to the farmers. These are:

1. Do you favor an adjustment program dealing with corn and hogs in 1935?
2. Do you favor a one-contract-per-farm adjustment program dealing with grains and livestock to become effective in 1936?

Under the first question it is the hope of the AAA that farmers will vote separately on hogs and corn.

The vote will be taken primarily by corn-hog contract signers "because the Administration especially wishes to be guided by the decision of producers who have had the benefit of one year's experience in the 1934 corn-hog program," the AAA states. It is estimated that these contract signers total some 1,200,000 farmers and represent between 80 and 85 per cent of the commercial hog and corn production of the United States.

Compilation of the vote will be made as soon as possible after completion.

WAGE RAISE IN ST. PAUL.

United Packing Co., St. Paul, Minn., joined with large packers located at that point in raising wages 8 per cent, effective October 1. The company employs an average of 170 men.

ARMOUR OFFICIAL RETIRES.

Herbert S. Johnson, vice president of Armour and Company in charge of the division which handles butter, eggs, poultry and cheese, has resigned, effective



HERBERT S. JOHNSON.

tive Nov. 1. He will be succeeded by R. E. Pearsall who has been his assistant for six years and whose experience

in the produce business encompasses a score of years. He is widely known in his chosen field.

Mr. Johnson joined Armour and Company in 1921 as the head of the produce division and in 1923 he was elected to a vice presidency. Including his service with Armour and Company he has been in the produce business for 40 years, and it is his expectation to continue in touch with it, although in a less active capacity.

"The resignation of Mr. Johnson," said president T. G. Lee, "has been accepted with regret. We regard him as one of the outstanding men in the produce field."

GERMANY'S TRADE RESTRICTED.

Stocks of lard in Germany are very small and prices are exceedingly high, according to a communication to John W. Hall, well known Chicago broker, from a close friend in the trade located in one of the larger German cities. "Of course the duty of 40c per kilo (2.2 lbs.) brings this about," this correspondent states.

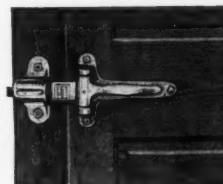
"Here business is exceedingly difficult to consummate at the present time, due to foreign currency restrictions," he says. "We hope, however, that some favorable developments will come about before long which will improve the situation." He views with satisfaction the rise in price which took place late in August and early in September in this country and hoped this would result in good to the American packing industry.

Jamison Improved DOOR-CLOSER

Fully-enclosed spring—sanitary, strong, compact. Operates any modern fastener. Has ADJUSTABLE TENSION. Can be instantly made non-operative. Made right or left hand.



Improved No. 31 Roller Fastener for Stevenson Standard Doors



Jamison WEDGETIGHT Fastener for Jamison Standard Doors

NEW FEATURES

—developed by Jamison engineers to meet modern demands for efficient, refrigeration-saving operation—make JAMISON-

BUILT Doors a better investment today than ever before—for all types of plants using refrigeration.

Send for Bulletins

JAMISON
COLD STORAGE DOOR CO.
Jamison, Stevenson and Victor Doors
HAGERSTOWN, MARYLAND, U. S. A.

Branches in all principal cities

**Jamison
& Stevenson**
Cold Storage Doors



Marvel Super Size Plates Scimitar Knives



CANNING PLATES AND KNIVES

Self Cleaning and Self Reversing
Assure Greater Capacity — Save Meat Juices
SHEARCUTTING & MFG. CO.

TELEPHONE: VAN BUREN 6023

3210 W. LAKE STREET



CHICAGO, ILL.



Pay Us A Visit

While you are
in Chicago!

Use our facilities!
If it makes your
stay more enjoy-
able, more profit-
able, we shall feel
amply repaid.

Whether you come to
talk business, talk pleas-
ure, or just talk, we'll
do our best to make
your visit to the Mayer
plant interesting and
well worth while.

We'll be waiting to see you!

H. J. Mayer

H. J. MAYER SEASONINGS • NEVERFAIL CURING COMPOUND

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave.
CHICAGO ILLINOIS

Phone Republic 9300

Once again Chicago wel-
comes you—the Convention
hails you! We invite you to
make

BOOTH No. 32

your meeting-place to renew
acquaintances, old or new.

fred C. Leahn
State 1637
222 West Adams St., Chicago, Ill.
Selling Agent

THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics

THEURER
ICEFIN
Refrigeration

Model A: Cap. 150
lbs. Wt. 140 lbs.
Body Space 11 cu. ft.



Warm Air

The Modern COMMERCIAL BODY COOLING UNIT

Circulates cold air to TOP of
body by positive fan driven
from car battery. Uses wet ice
—low operating cost. Maintains
uniform 40°-50° temperature.
Ask for particulars!

THEURER
WAGON WORKS, INC.
INSULATED—REFRIGERATED
COMMERCIAL BODIES
New York City North Bergen, N. J.

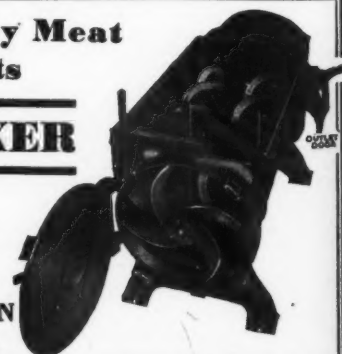
For Quality Meat Products

KUTMIXER

Write for
circular

**THE HOTTMANN
MACHINE CO.**
3325 ALLEN STREET

PHILADELPHIA, PA.



LARD
Sept.
Oct.
Nov.
Dec.
Jan.
CLEA
Sept.
Oct.
Jan.

LARD
Oct.
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CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

FUTURE PRICES.

SATURDAY, SEPTEMBER 29, 1934.

	Open.	High.	Low.	Close.
LARD—				
Sept.				9.05n
Oct.	9.07½	9.07½	9.02½	9.02½
Nov.				9.10n
Dec.	9.20-9.17½	9.22½	9.17½	9.20b
Jan.	9.30-9.27½	9.35	9.27½	9.30b

CLEAR BELLIES—				
Sept.				14.05n
Oct.	13.55	13.55	13.30	13.35b
Jan.	12.47½	12.47½	12.25	12.25ax

MONDAY, OCTOBER 1, 1934.

LARD—				
Oct.	9.00	9.02½	9.00	9.00ax
Nov.				9.05n
Dec.	9.17½	9.20	9.10	9.10
Jan.	9.30-27½	9.32½	9.20	9.20b

CLEAR BELLIES—				
Oct.				13.35n
Jan.				12.10ax

TUESDAY, OCTOBER 2, 1934.

LARD—				
Oct.	8.85			8.85ax
Nov.				8.90ax
Dec.	8.97½-90	8.97½	8.90	8.95b
Jan.	9.00-92½	9.07½	9.00	9.07½ax
May	9.45	9.45	9.42½	9.42½ax

CLEAR BELLIES—				
Oct.	13.25			13.25
Jan.	12.22½			12.22½

WEDNESDAY, OCTOBER 3, 1934.

LARD—				
Oct.				8.80ax
Nov.				8.90ax
Dec.	8.87½	8.95	8.85	8.85
Jan.	8.97½	9.07½	8.95	8.97½ax
May	9.47½	9.47½	9.35	9.35ax

CLEAR BELLIES—				
Oct.	13.00			13.00
Jan.	12.10	12.10	11.95	11.95ax

THURSDAY, OCTOBER 4, 1934.

LARD—				
Oct.	8.72½	8.75	8.70	8.75
Nov.				8.80n
Dec.	8.80-77½	8.85	8.75	8.82½b
Jan.	8.90-87½	8.95	8.85	8.85
May	9.27½	9.32½	9.27½	9.27½ax

CLEAR BELLIES—				
Oct.	12.90	12.90	12.85	12.85ax
Jan.	11.87½	11.87½	11.85	11.85ax

FRIDAY, OCTOBER 5, 1934.

LARD—				
Oct.	9.00	9.02½	9.00	9.02½ax
Nov.				9.05n
Dec.	8.95-8.97½	9.20	8.95	9.15ax
Jan.	8.95-9.05	9.30	8.95	9.22½
May	9.52½	9.00	9.47½	9.57½

CLEAR BELLIES—				
Oct.	13.10			13.10
Jan.	12.00	12.25	12.00	12.25ax

Key: ax, asked; b, bid; n, nom.; —, split.

TRIMMING OFF THE PROFITS.

Do your men trim the profits off your pork loins? Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CASH PRICES.

Based on actual carlot trading Thursday,
October 4, 1934.

REGULAR HAMS.

	Green.	*S.P.
8-10	13½	14½
10-12	13½	14½
12-14	14	14½
14-16	14	14½
16-18	13½	14½

BOILING HAMS.

	Green.	*S.P.
16-18	14½	15½
18-20	14½	15½
20-22	14½	15½
16-22	14½	15½

SKINNED HAMS.

	Green.	*S.P.
10-12	15½	15½
12-14	15½	15½
14-16	15½	15½
16-18	15½	15½
18-20	14½	14½
20-22	13½	13½
22-24	12½	12½
24-26	12	12
26-30	11½	11½
30-35	11½	11½

PICNICS.

	Green.	*S.P.
4-6	9¼	9¼
6-8	9	9¼
8-10	8¾	9¼
10-12	8¾	9
12-14	8¾	9

Short shank ½c over.

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D. C.
6-8	15½	16
8-10	15½	16
10-12	15½	16
12-14	15½	16
14-16	15½	15½
16-18	15	15½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	14	14
16-18	13½	13½
18-20	13½	13½
20-25	13½	13½
25-30	13½	13½
30-35	13½	13½
35-40	13	12½
40-50	12½	12½
50-60	12½	12½

D. S. FAT BACKS.

8-10	11½	11½
10-12	12	12
12-14	12½	12½
14-16	12½	12½
16-18	12½	12½
18-20	13½	13½
20-25	13½	13½

OTHER D. S. MEATS.

Extra short clears	35-45	13¼n
Extra short ribs	35-45	13¼n
Regular plates	6-8	12
Clear plates	4-6	11½
Jowl butts		11½
Green square jowls		13
Green rough jowls		12½

LARD.

Prime steam, cash	8.95ax
Prime steam, loose	9.00ax
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	11.00
Raw leaf	9.25

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	7	9
Cinnamon	13	17
Cloves	14½	18
Coriander	7	8½
Ginger		10
Mace, Banda	65	70
Nutmeg		17
Pepper, black	12	14
Pepper, Cayenne		22
Pepper, red		16
Pepper, white	23	25

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Sept. 29, 1934:

PORK.

	Week ended Sept. 29, 1934, bbls.	Week ended Sept. 30, 1933, bbls.	Nov. 1, 1933 to Sept. 29, 1934, bbls.
Total	68	68	2,532
United Kingdom	68	68	1,439
Continent			794
West Indies			299

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	2,237	1,412	115,114
United Kingdom	1,742	1,232	104,911
Continent	140	172	7,551
West Indies		1	169
Canada			217
Other countries	355	7	2,206

LARD.

	M lbs.	M lbs.	M lbs.
Total	5,528	7,887	344,545
United Kingdom	5,013	5,506	255,618
Continent	103	2,361	75,316
Sth. and Ctl. America	58	20	8,717
West Indies	352		4,866
Canada			7
Other countries			21

TOTAL EXPORTS BY PORTS.

	From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York			659	2,314
Boston			26	448
Baltimore				36
Norfolk				129
New Orleans				410
Montreal			1,552	2,189

Total week	2,237	5,528
Previous week	70	4,190
2 weeks ago	1,043	4,536
Cor. week, 1933	68	1,412

SUMMARY OF EXPORTS FROM NOVEMBER 1, 1933, TO SEPTEMBER 29, 1934.

	1933 to 1934	1933 to 1934	De-crease.
Pork, M lbs.	506	1,050	1,143
Bacon and hams, M lbs.	115,114	68,925	46,189
Lard, M lbs.	344,545	418,540	73,994

CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered		\$9.05
5 or more bbls. delivered		8.93
Salt, 1 to 4 bbls. f.o.b. N. Y.:		
Dbf. refined granulated	6.12½	5.90
Small crystals	7.12½	6.80
Medium crystals	7.50	7.25
Large crystals	7.87½	7.65
Dbf. retd. gran. nitrate of soda	8½	3.25
Salt, per ton, in carlots only, f.o.b. Chicago:		
Granulated		\$6.60
Medium, air dried		10.10
Medium, kiln dried		10.80
Detroit rock carlots, per ton, f.o.b. Chicago		6.60
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		@3.10
Second sugar, 90 basis		none
Standard gran., f.o.b. refiners (2%)		@4.75
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.25
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@4.25

ANIMAL OILS.

Prime edible	@12
Prime inedible	@9¼
Headlight	@9¼
Prime W. S.	@8
Extra W. S.	@8¼
Extra No. 1 lard oil	@8¼
No. 1 lard oil	@7½
No. 2 lard oil	@7¼
Acidless tallow oil	@8
20° neatfoot oil	@12½
Pure neatfoot oil	@9
Special neatfoot oil	@8¼
Extra neatfoot oil	@8¼
No. 1 neatfoot oil	@8¼

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.40	@1.42½
Oak pork barrels, black iron hoops	1.30	@1.32½
Ash pork barrels, galv. iron hoops	1.47½	@1.50
Oak pork barrels, galv. iron hoops	1.37½	@1.40
White oak ham tierces	2.22½	@2.25
Red oak lard tierces	1.97½	@2.00
White oak lard tierces	2.07½	@2.10

RETAIN

ALL of the naturally superior qualities of your **PURE LARD** by treating it with the Activated Carbon—**NUCHAR**.

NUCHAR

emphasizes and enhances these qualities.

Write today for information as to how you may produce sweet, neutral, white lard with superior keeping quality, to—

INDUSTRIAL CHEMICAL SALES COMPANY, INC.

230 PARK AVE.,
NEW YORK

205 W. WACKER DR.,
CHICAGO, ILL.

SEND THE COUPON

for cost-cutting grinding analysis

Reduce grinding costs by efficient methods and proper operations! The makers of **BLUE STREAK** Grinders—famous for efficiency, low costs and results—will show you through a free analysis how to cut costs of grinding operations, eliminate operations and *improve* the quality of finished products.

Send the coupon for complete details!

PRATER PULVERIZER CO.
1829 S. 55th Ave., Chicago

Send me details of free grinding analysis. This does not obligate me in any way.

Name.....

Address.....

What do you grind?.....

SAVE TRUCKS—SAVE FLOORS WITH NEW WHEELS

Floor trucks, trailers, have double life with new wheels. With rubber tires—noiseless—power saving—they can be applied to almost every service.

Made to fit old axles or complete with roller bearings and new axles.

They modernize old equipment at low cost. Ask for Bulletin A-521-N.

ELECTRIC WHEEL CO., QUINCY, ILL.



Grinders—Vibrating Screens FOR BY-PRODUCTS



There is a Williams for every by-product crushing or grinding job. Heaviest construction predominates. Especially designed to grind greasy cracklings and tankage. Other types crush green bones and hash dry rendering materials. We also build the well known "Full-Floating" Vibrating Screen for sifting greasy cracklings.

WILLIAMS PATENT CRUSHER & PULVERIZER CO.
2708 NORTH NINTH ST., ST. LOUIS, MO.

Chicago New York San Francisco
37 W. Van Buren St. 15 Park Row 326 Rialto Bldg.



WILLIAMS
OLDEST AND LARGEST BUILDERS OF HAMMERMILLS IN THE WORLD
PATENT CRUSHERS GRINDERS SHREDDERS

Our Eightieth Anniversary M & M HOG GRINDS EVERYTHING

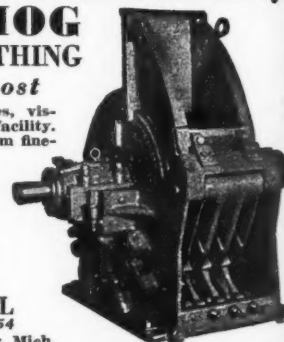
Cuts rendering cost

Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Saves steam, power, labor. Low operating cost. Increases melter capacity.

We will gladly analyze your requirements and make specific recommendations to fit your needs. Write!

MITTS & MERRILL

Builders of Machinery Since 1854
1001-51 S. Water St., Saginaw, Mich.



Grinding Pays More... the Stedman Way

Cracklings, Bones, Dried Blood, Tankage, and other By-Products



STEDMAN'S 2-57A Hammer Mills reduce cracklings, expeller cake, bone, meat scrap, dried blood, etc., to any fineness desired—in one operation—by the 2-57A method of grinding. Nine sizes—requiring 5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 305.

STEDMAN'S Foundry & Machine Works
Founded 1845 • Aurora, INDIANA • U.S.A.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers—	Week ended Oct. 3, 1934.	Cor. week, 1933.
400-600	13 @14 1/2	11 @12
600-800	13 1/2 @14 1/2	10 1/2 @11
800-1000	14 @15 1/2	9 @9 1/4
Good native steers—		
400-600	12 @13	9 1/2 @10 1/4
600-800	13 @14	9 @9 1/2
800-1000	14 @14 1/2	8 1/2 @9
Medium steers—		
400-600	11 @12	8 1/2 @9 1/4
600-800	12 @13	8 1/2 @9 1/4
800-1000	13 1/2 @14	8 @8 1/2
Heifers, good, 400-600	12 @13	9 @10
Cows, 400-600	12 @13	5 @6
Hind quarters, choice	6 @8 1/2	5 @6
Fore quarters, choice	10 1/2 @11	8 @9

Beef Cuts.

Steer loins, prime	unquoted	@21
Steer loins, No. 1	@38	@20
Steer loins, No. 2	@30	@19
Steer short loins, prime	unquoted	@27
Steer short loins, No. 1	@50	@25
Steer short loins, No. 2	@36	@24
Steer loin ends (hips)	@26	@24
Steer loin ends, No. 2	@24	@14
Cow loins	@18	@13 1/2
Cow short loins	@21	@16
Cow loin ends (hips)	@13	@11
Steer ribs, prime	unquoted	@14
Steer ribs, No. 1	@22	@12
Steer ribs, No. 2	@20	@11
Cow ribs, No. 2	@11	@7
Cow ribs, No. 3	@9	@6 1/2
Steer rounds, prime	unquoted	@14
Steer rounds, No. 1	@12	@9 1/2
Steer rounds, No. 2	@11 1/2	@9
Steer chuck, prime	unquoted	@8
Steer chucks, No. 1	@9 1/2	@7
Steer chucks, No. 2	@9	@6 1/2
Cow rounds	@9	@7
Cow chucks	@8 1/2	@5 1/2
Steer plates	@9 1/2	@7
Medium plates	@8 1/2	@6
Briskets, No. 1	@12	@9
Steer navel ends	@7 1/2	@5
Cow navel ends	@5	@2
Fore shanks	@7	@5
Hind shanks	@4 1/2	@3
Strip loins, No. 1, bbls.	@29	@20
Strip loins, No. 2	@25	@17
Striploin butts, No. 1	@29	@20
Striploin butts, No. 2	@20	@17
Beef tenderloins, No. 1	@70	@50
Beef tenderloins, No. 2	@55	@45
Rump butts	@21	@12
Flank steaks	@20	@12
Shoulder clods	@9 1/2	@6
Hanging tenderloins	@7	@5 1/2
Insides, green, 6 @8 lbs.	@9 1/2	@8 1/2
Outsides, green, 6 @8 lbs.	@8 1/2	@7 1/2
Knuckles, green, 5 @6 lbs.	@8 1/2	@7

Beef Products.

Brains (per lb.)	@6
Hearts	@5
Tongues	@17
Sweetbreads	@16
Ox-tail, per lb.	@7
Fresh tripe, plain	@4
Fresh tripe, H. C.	@8 1/2
Livers	@13
Kidneys, per lb.	@8

Veal.

Choice carcass	12 @13	11 @12
Good carcass	10 @11	9 @10
Good saddles	12 @15	12 @14
Good racks	9 @11	8 @10
Medium racks	6 @8	4 @5

Veal Products.

Brains, each	@7	@6
Sweetbreads	@35	@38
Calf livers	@30	@38

Lamb.

Choice lambs	@14	@13
Medium lambs	@12	@11
Choice saddles	@16	@15
Medium saddles	@14	@13
Choice forelegs	@12	@11
Medium forelegs	@9	@8
Lamb fries, per lb.	@26	@25
Lamb tongues, per lb.	@12	@11
Lamb kidneys, per lb.	@15	@14

Mutton.

Heavy sheep	@5	@3
Light sheep	@7	@5
Heavy saddles	@6	@4
Light saddles	@9	@7
Heavy forelegs	@4	@2
Light forelegs	@6	@4
Mutton legs	@10	@8
Mutton loins	@8	@7
Mutton stew	@3	@2
Sheep tongues, per lb.	@12	@9
Sheep heads, each	@10	@8

Fresh Pork, etc.

Pork loins, 8 @10 lbs. avg.	@16	@15 1/2
Picnic shoulders	@10	@6
Skinned shoulders	@12	@7
Tenderloins	@32	@24
Spare ribs	@10	@6
Back fat	@14	@7
Boston butts	@15	@11
Boneless butts, cellar trim,	2 @4	
Hocks	@10	@12
Tails	@8	@5
Neck bones	@3	@2
Slip bones	@10	@4
Pigs' feet	@4	@2
Kidneys, per lb.	@8	@4 1/2
Livers	@9	@4
Brains	@8	@5
Ears	@3	@3
Snouts	@7	@3
Heads	@7	@4

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@28 1/2
Country style sausage, fresh in bulk	@20 1/2
Country style sausage, smoked	@18 1/2
Frankfurts in sheep casings	@22 1/2
Frankfurts in hog casings	@21 1/2
Bologna in beef middles, choice	@19 1/2
Bologna in beef rounds	@18 1/2
Smoked liver sausage in hog bungs	@16 1/2
Liver sausage in hog bungs	@15 1/2
Head cheese	@15 1/2
New England luncheon specialty	@15 1/2
Mixed luncheon specialty, choice	@15 1/2
Tongue sausage	@25 1/2
Blood sausage	@17 1/2
Souse	@18
Polish sausage	@18 1/2

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@39
Thuringer cervelat	@18
Farmer	@29
Holsteiner	@27
B. C. salami, choice, in hog bungs	@35
Milano salami, choice, in hog bungs	@36
B. C. salami, new condition	@10 1/2
Finishes, choice, in hog middles	@33
Genoa style salami	@41
Pepperoni	@30 1/2
Mortadella, new condition	@19
Capicola	@41
Italian style hams	@32
Virginia hams	@36

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	@11
Special lean pork trimmings	@13
Extra lean pork trimmings	@14
Pork cheek meat	@10 1/4
Pork hearts	5 1/2 @6
Pork livers	@7
Native boneless bull meat (heavy)	@5 1/2
Shank meat	@6 1/2
Boneless chucks	@5 1/2
Beef trimmings	@5 1/2
Beef cheeks (trimmings)	@4 1/2
Dressed canners, 350 lbs. and up	4 1/2 @4 1/2
Dressed cutter culls, 400 lbs. and up	5 @5 1/2
Dr. bologna buns, 600 lbs. and up	4 1/2 @5
Beef tripe	@2
Pork tongue, canner trim, S.P.	@15 1/2

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@25
Domestic rounds, 140 pack	@38
Export rounds, wide	@47
Export rounds, medium	@37
Export rounds, narrow	@42
No. 1 weasands	@67
No. 2 weasands	@68
No. 1 bungs	@12
No. 2 bungs	@8
Middles, regular	@75
Middles, select, wide, 2 @2 1/2 in. diam.	1.20
Middles, select, extra wide, 2 1/2 in. and over	1.45
Dried bladders:	
12-15 in. wide, flat	1.10
10-12 in. wide, flat	.90
8-10 in. wide, flat	.80
6-8 in. wide, flat	.40
Hog casings:	
Narrow, per 100 yds.	2.35
Narrow, special, per 100 yds.	2.10
Medium, regular	2.00
Wide, per 100 yds.	1.80
Extra wide, per 100 yds.	1.90
Export bungs	.27
Large prime bungs	.22
Medium prime bungs	.14 1/2
Small prime bungs	.09
Middles, per set	.16
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$5.50
Large tins, 1 to crate	6.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.50

DRY SALT MEATS.

Clear bellies, 18 @20 lbs.	@13 1/2
Clear bellies, 14 @16 lbs.	@14 1/2
Rib bellies, 25 @30 lbs.	@13 1/2
Fat backs, 10 @12 lbs.	@12
Fat backs, 14 @16 lbs.	@12 1/2
Regular plates	@12
Jowl butts	@11 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @16 lbs.	20 @21
Fancy skd. hams, 14 @16 lbs.	21 @22
Standard reg. hams, 14 @16 lbs.	18 1/2 @19 1/2
Picnics, 4 @8 lbs., short shank	13 1/2 @14
Picnics, 4 @8 lbs., long shank	12 @13
Fancy bacon, 6 @8 lbs.	24 1/2 @25 1/2
Standard bacon, 6 @8 lbs.	21 1/2 @22
No. 1 beef ham sets, smoked—	
Insides, 8 @12 lbs.	21 @22
Outsides, 6 @10 lbs.	16 1/2 @17 1/2
Knuckles, 5 @9 lbs.	18 @19
Cooked hams, choice, skin on, fattened	33 1/2 @34
Cooked hams, choice, skinless, fattened	34 @35
Cooked picnics, skin on, fattened	22 @23
Cooked picnics, skinless, fattened	22 @23
Cooked loin roll, smoked	35 @36

BARRELED PORK AND BEEF.

Mess pork, regular	@29.00
Family back pork, 24 to 34 pieces	@29.00
Family back pork, 35 to 45 pieces	@27.00
Clear back pork, 40 to 50 pieces	@25.50
Clear plate pork, 25 to 35 pieces	@23.00
Brisket pork	@25.00
Bean pork	@25.00
Plate beef	@18.00
Extra plate beef, 200 lb. bbls.	@19.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honey comb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	19.00
Pork feet, 200-lb. bbl.	15.50
Lamb tongues, short cut, 200-lb. bbl.	40.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@10 1/4
Nat. 1-lb. cartons, f.o.b. Chicago	@10
Prime oleo stearine, edible	9 1/2 @10

LARD.

Prime steam, cash, Bd. Trade	@\$8.95ax
Prime steam, loose, Bd. Trade	@9.00ax
Refined lard, tierces, f.o.b. Chicago	@10 1/2
Kettle rendered, tierces, f.o.b. Chgo. 11 1/2	@11 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	11 1/2 @11 1/2
Neutral, in tierces, f.o.b. Chicago	11 1/2 @12
Compound, vegetable, tierces, c.a.f.	@10 1/2

OLEO OIL AND STEARINE.

Extra oleo oil	11 @11 1/2
Prime No. 1 oleo oil	10 @10 1/2
Prime No. 2 oleo oil	9 1/2 @9 1/2
Prime oleo stearine, edible	9 1/2 @10

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre	6 1/2 @7
Prime packers' tallow	5 1/2 @5 1/2
No. 1 tallow, 10% f.f.a.	4 1/2 @4 1/2
Special tallow	4 1/2 @5
Choice white grease	5 @5 1/2
A-White grease	5 @5 1/2
B-White grease, maximum 5% acid	4 1/2 @5
Yellow grease, 10 @15%	4 1/2 @4 1/2
Brown grease, 40% f.f.a.	4 1/2 @4 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt	@7 1/2
White, deodorized, in bbls., f.o.b. Chgo.	9 1/2 @9 1/2
Yellow, deodorized	9 1/2 @9 1/2
Soap stock, 50% f.f.a., f.o.b.	2 noni.
Corn oil, in tanks, f.o.b. mills	@7 1/2
Soya bean oil, f.o.b. mills	6.10 @6.2
Cocanut oil, seller's tanks, f.o.b. coast	3 1/2 @3 1/2
Refined in bbls., f.o.b. Chicago	6 1/2 @6 1/2

RETAIL SECTION

Tenderness in Meat

Variations of the following dialogue probably take place in many retail markets. This is one of the best methods the retailer can use to interest the housewife, not only in the ordinary cuts of meat, but in those she might not think of using. There has been a great advance in meat education in the past few years, and it has helped in building up meat sales. Every retailer can do his bit to increase the volume.

A DIALOGUE*

(Mrs. Jones enters the market.)

MEAT RETAILER: Good morning, Mrs. Jones.

MRS. JONES: Good morning!

RETAILER: What can I do for you this morning?

MRS. JONES: I want a steak, but I certainly want it to be more tender than the one I had the last time.

RETAILER: Here is a nice T-bone steak. Do you want it for broiling?

MRS. JONES: Yes. That doesn't look like the one last time.

RETAILER: You'll find this is very tender, Mrs. Jones.

MRS. JONES: That last one was long and had diagonal marks cut across it.

RETAILER: Oh, that was a flank steak. And you tried to broil that?

Broil or Fry?

MR. JONES: I fried it. Don't you prepare all steaks that way?

RETAILER: No, Mrs. Jones. All steaks or all cuts of meat for that matter, are tender if properly prepared, but that doesn't mean they are all prepared the same way.

MRS. JONES: What's the difference? They're all thin cuts of meat. Can't they all be fried?

RETAILER: No! Not if you want them tender! See how long those fibers are on this flank steak—they run lengthwise of the steak.

MRS. JONES: And that's the reason you cut across it the way you did.

Points on Cooking.

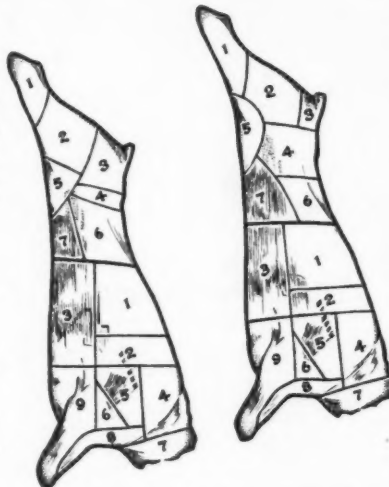
RETAILER: Exactly! We call it scoring. You see that cuts the long fibers—

MRS. JONES: And makes it more tender?

RETAILER: Right! But that isn't enough. This comes from a part of the animal that has had exercise. That means that water should be added when it is cooked, and it has to be cooked longer than the porterhouse or one of the other very tender steaks.

MRS. JONES: Now, maybe that would have helped. I'll try one again one of these days and see what luck I have. Is that the only steak that needs water added in cooking?

*Prepared by the National Livestock and Meat Board for use on the radio Woman's Hour program.



MEAT CHARTS AID HOUSEWIFE.

Charts similar to this of the various meat animals, showing the wholesale and retail cuts with rather detailed explanation, would prove very helpful to the average housewife. It might serve as a good business-builder for the retailer if he had a few leaflets of this sort made up which he could hand out to his customers.

RETAILER: No. Sometimes we cut chuck or rump steaks—those come from the same sections as the pot-roast, you know. And of course, you always add water to a pot roast.

MRS. JONES: That first steak, with the T-shaped bone in it—?

Difference in Cuts.

RETAILER: That's one of the most tender steaks. The porterhouse, T-bone, club, and sirloin steaks are all tender—they don't need any moisture in cooking. You see they come from along the back-bone which receives little exercise.

MRS. JONES: And how would you

say those should be cooked? They have quite a bit of fat.

RETAILER: They're best when no fat is added—just broiled or pan-broiled. The amount of fat is a good indication of quality when it comes to beef. And see all those little flecks of fat in the lean. That's called marbling, and it, too, is a good indication of quality.

MRS. JONES: That's news to me. I've always picked out the leanest steaks I could find. I never knew that the amount of fat had anything to do with tenderness.

RETAILER: I know a lot of my customers come in and want a lean piece of meat, and before I've wrapped it up, they say, "Put a little suet in, won't you?"

Improving Round Steak.

MRS. JONES: How about it? One of my friends insists that there is a difference in tenderness in round steak, even if it comes from the same slice—and she always gets the less-tender piece, she says.

RETAILER: There is a difference because the outside muscles of the leg have had more exercise than the inside. The inside of the round can be successfully broiled or pan-broiled, but the cuts on the outside need water added, as you would in making a Swiss steak.

MRS. JONES: Say that's an idea. I haven't had Swiss steak for a long time, but with only two of us in the family—

RETAILER: You won't want a whole slice of round then. Suppose I give you just the inside section, cut about an inch thick?

MRS. JONES: That would be good. A flank steak is cooked just like a Swiss steak, then, is it?

RETAILER: Yes!

MRS. JONES: I think then I'll try another flank steak and see what luck I have this time—if it isn't good; it'll be just too bad for you.

RETAILER: I'm not worried. Let me know how it comes out.

Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

	NEW YORK.				CHICAGO.			
	Sept. 15, 1934.	Sept. 15, 1933.	Sept. 15, 1932.	Sept. 15, 1931.	Sept. 15, 1934.	Sept. 15, 1933.	Sept. 15, 1932.	Sept. 15, 1931.
Beef:								
Porterhouse steak ..	44	38	45	30	33	38		
Sirloin steak	37	32	40	34	26	34		
Round steak	36	30	38	29	22	28		
Rib roast, 1st 6 ribs ..	29	23	30	24	20	25		
Chuck roast	21	16	20	19	14	19		
Plate beef	12	9	10	11	9	12		
Lamb:								
Legs	25	21	23	24	20	23		
Loin chops	38	39	39	35	32	33		
Rib chops	31	30	30	31	27	30		
Stewing	11	9	9	14	9	9		
Pork:								
Chops, center cuts ..	35	26	28	31	23	26		
Bacon, strips	31	22	24	31	20	20		
Bacon, sliced	36	27	28	36	26	26		
Hams, whole	26	19	20	25	17	17		
Picnics, smoked	17	11	13	13	11	12		
Lard	15	12	12	14	9	9		
Veal:								
Cutlets	40	30	41	33	29	33		
Loin chops	33	31	33	28	25	26		
Rib chops	26	26	27	25	22	23		
Stewing (breast) ..	14	13	13	12	9	11		

RETAILERS DEFEAT SALES TAX.

Retail merchants of St. Louis, Mo., demonstrated recently how to defeat a measure which they believe unjust and harmful. This particular measure was a two per cent city sales tax.

They made a direct appeal to the people through a unique method. On a Saturday afternoon business in all retail stores throughout the city was halted for five minutes and all customers were handed folders outlining the objections to the sales tax from the consumer's viewpoint. Included in this folder was a list of all the members of the board of aldermen, their home addresses and telephone numbers. The customer was asked either to write, see or telephone the alderman of his ward.

This action resulted in such an avalanche of objections poured in to the aldermen that the majority of them changed their ideas and voted against the measure.

Food Store Exemption Claims Delay Retail Meat Code

DELAY in approval of a national code for meat retailers under the NRA is due to refusal of the Code Committee of the National Association of Retail Meat Dealers to agree to exempt stores where more than 50 per cent of retail sales is not meat.

In other words, chains and grocers selling meat want to come under the national food code and not under the retail meat code. Retail meat dealers believe all meat departments should be under a retail meat code.

According to an official statement by chairman George Kramer of the Retail

Code Committee the NRA agreed to a retail meat code, but upon receiving the final draft the meat dealers found a clause had been added without their knowledge which reads as follows:

"The term 'Retail Meat Trade' as used herein means the selling of meats to the consumer and not for the purpose of resale, but shall not include the sale of meats in establishments for consumption on the premises, and shall not include the sale of meats by anyone, more than fifty per cent of whose dollar volume of retail sales is not meats."

The committee immediately filed objections with the NRA, and a hearing has been set for October 10 at Washington on the protest. This hearing is to determine whether the meat dealers' claim is justified that they represent more than 54 per cent of the meat sold at retail, and therefore have the right under code rules to claim jurisdiction over all retail sales of meat. Chain interests dispute this claim, and are expected to present statistics in support of their contention.

Meat dealers believe that a retail code which includes only exclusive meat retailers would not achieve the objects of the recovery act in regulating retail meat sales. It is intimated from Washington that if a retail meat code is not granted meat retailers will have to go under the food and grocery code, or under the basic code for industries having no code.

"In either case we will have no representation for our industry on the code authority," says chairman Kramer. They intend to carry on the fight for a separate code, with control over all retail meat sales.

The NRA has notified the meat dealers that they can have a code if they want it, but that it must contain the exemption for stores whose meat business is less than 50 per cent of their total food sales. It is this attitude which chairman Kramer's committee is now attempting to change, and is the cause of the hearing set for October 10.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Oct. 4, 1934:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1) (300-500 lbs.):				
Choice	\$12.50@13.50		\$12.50@13.50	
Good	10.50@12.50		10.00@12.00	
Medium	7.00@10.50		7.00@10.00	
Common	6.00@ 7.00		6.00@ 7.00	
STEERS (500-600 lbs.):				
Choice	12.50@13.50		12.50@13.50	13.00@14.00
Good	10.50@12.50		10.00@12.00	10.50@12.00
Medium	7.00@10.50		7.00@10.00	8.50@10.00
Common	6.00@ 7.00		6.00@ 7.00	6.50@ 8.00
STEERS (600-700 lbs.):				
Choice	13.00@14.00		13.00@14.00	13.00@14.00
Good	11.00@13.00		10.50@12.50	10.50@12.00
Medium	8.00@11.00	7.50@10.50	7.50@10.50	8.50@10.00
STEERS (700 lbs. up):				
Choice	14.00@15.50	13.50@14.50	13.50@14.50	13.00@14.00
Good	11.00@13.50	11.00@13.00	11.00@13.00	10.50@12.00
COWS:				
Good	6.50@ 7.50	7.50@ 8.00	7.00@ 8.00	7.50@ 8.50
Medium	6.00@ 6.50	6.50@ 7.50	6.00@ 7.00	6.50@ 7.50
Common	5.50@ 6.00	6.00@ 6.50	5.00@ 6.00	5.50@ 6.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	11.00@12.00	12.00@13.00	14.00@15.00	
Good	10.00@11.00	10.50@12.00	10.50@13.00	10.00@12.00
Medium	8.50@10.00	9.50@10.50	8.50@10.50	9.00@10.00
Common	7.50@ 8.50	8.00@ 9.50	7.50@ 8.50	7.00@ 8.00
CALF (2) (3):				
Good	8.00@ 8.50		8.00@11.00	
Medium	7.00@ 8.00		7.00@ 8.50	
Common	6.00@ 7.00		6.00@ 7.00	
Fresh Lamb & Mutton:				
LAMB (38 lbs. down):				
Choice	12.00@13.00	13.50@14.50	13.50@14.50	13.50@15.00
Good	11.00@12.00	12.50@13.50	12.50@13.50	12.50@13.50
Medium	10.00@11.00	11.50@12.50	11.50@12.50	12.00@12.50
Common	9.00@10.00	11.00@11.50	11.00@11.50	11.00@12.00
LAMB (39-45 lbs.):				
Choice	12.00@13.00	13.50@14.50	13.50@14.50	13.50@15.00
Good	11.00@12.00	12.50@13.50	12.50@13.50	12.50@13.50
Medium	10.00@11.00	11.50@12.50	11.50@12.50	12.00@12.50
Common	9.00@10.00	11.00@11.50	11.00@11.50	11.00@12.00
LAMB (46-55 lbs.):				
Choice	11.50@12.00	13.00@13.50	12.50@13.50	12.00@14.00
Good	11.00@11.50	12.00@13.00	11.50@12.50	11.00@13.00
MUTTON (Ewe, 70 lbs. down):				
Good	6.00@ 7.00	6.50@ 7.50	6.00@ 7.50	7.00@ 8.00
Medium	5.00@ 6.00	5.50@ 6.50	5.00@ 6.00	6.00@ 7.00
Common	4.00@ 5.00	4.50@ 5.50	4.00@ 5.00	5.00@ 6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	15.00@16.00	16.50@17.50	15.50@17.00	15.00@17.00
10-12 lbs. av.	15.00@16.00	16.50@17.50	15.00@16.50	15.00@17.00
12-15 lbs. av.	13.50@15.00	15.50@16.50	14.00@15.00	14.00@15.00
16-22 lbs. av.	11.00@11.50	13.50@15.50	13.00@14.00	12.50@14.00
SHOULDERS, N. Y. style, skinned:				
8-12 lbs. av.	11.50@12.50		12.00@14.00	13.00@14.50
PICNICS:				
6-8 lbs. av.		12.50@13.00		
BUTTS, Boston style:				
4-8 lbs. av.	12.50@14.50		13.50@16.00	14.00@15.50
SPARE RIBS:				
Half sheets	9.50@10.50			
TRIMMINGS:				
Regular	10.50@11.00			
Lean	13.00@14.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

NO SERIOUS MEAT SHORTAGE.

Denying predictions that good meat would be scarce and prices skyhigh this winter, due to drought conditions, chairman George Kramer of the board of directors of the National Association of Retail Meat Dealers said: "No serious meat shortage is indicated. While corn crops will be smaller, it must also be remembered that the cattle herds to be fed will also be smaller so there should be no impairment in quality due to improper feeding. Housewives will be able to get good steaks and good quality meat this winter."

Mr. Kramer declared that retail meat prices had taken a drop during the first three weeks of September, and at present were still, in many cuts, over 50 per cent lower in price than in September, 1929.

Stating that the retail meat dealer was determined to keep meat prices within the housewife's range, regardless of future trends, Mr. Kramer added: "Meat dealers must keep meat moving. That is their job. Sometimes meat dealers suffer by fluctuating markets with an upward tendency, which he cannot follow as quickly as he might. Because of this attitude on the part of meat dealers, meat today has gone down in price in the face of rising commodity markets, especially during the last two weeks, and is today cheaper than many other food commodities."

AMONG NEW YORK RETAILERS.

The open meeting of Eastern District Branch held at Schwaben Hall, Sept. 25, was attended by three hundred meat dealers' wives and journeymen to see the film entitled "The Big Attraction." The picture visualized various constructive criticisms and the buyer's reaction to the methods employed in operating a retail market. The picture was followed with a buffet luncheon and dancing.

More than a hundred and fifty attended Ladies' Night of South Brooklyn Branch Tuesday evening. The ceremonies included the dedication of the new flag with boy scouts and ex-service men in attendance. State president Anton Hehn made the presentation speech and president M. Smith the acceptance. Refreshments were served. Among the guests were state president and Mrs. Anton Hehn, president and Mrs. Joseph Wagner, Eastern District Branch and Max Marks, Brooklyn Branch. The next meeting will be held October 16.

A prize cake baking contest was the novel way the Washington Heights Branch opened the fall season on September 26. The committee who had the courage to decide the contest included O. Weber, H. Duerr, L. Dahlman and C. Wertheimer and the cakes were under the supervision of Mrs. Charles Hembdt. First prize was awarded to Mrs. M. Haas and second to Mrs. Reich. State president and Mrs. Anton Hehn and Mr. and Mrs. William Kramer were among the guests. Washington Heights will again join with Ye Olde New York Branch in the banquet and ball January 27, 1935, in the Commodore Hotel. The committee includes C. H. Hembdt, R. Utenwoldt, R. Heiblen, G. M. Lowenthal, O. Weber, F. Kunkel, C. Wertheimer and Max Haas, ex-officio.

The first social of the fall season was held by the Ladies' Auxiliary in Hotel McAlpin last week. Mrs. Stauder and

Mrs. Neuschaefer were hostesses. A business meeting will be held at the McAlpin Thursday afternoon, October 11.

Fred Hirsch, business manager, Bronx Branch, is ill in the Peoples' Hospital, New York City. Reports are that Mr. Hirsch is on the road to recovery.

After a summer vacation president Phil Koch again took over the management of the Jamaica Branch at its meeting Tuesday.

NEW YORK NEWS NOTES.

Vice president W. J. Cawley, Wilson & Co., Chicago, was in New York several days last week.

Weston Wright, of vice president Alden B. Swift's office, Swift & Company, Chicago, was a visitor to New York last week.

Eugene Rado, formerly with the Allied By-Products Co., and long identified with the casing industry, is now associated with Berizzi Bros. Co., Inc., 95 Madison ave., New York, as manager of their casing department.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended September 29, 1934, were as follows: Meat—Brooklyn, 15 lbs.; Manhattan, 3,105 lbs.; Bronx, 92 lbs.; Queens, 64 lbs.; total, 3,276 lbs. Poultry—Brooklyn, 17 lbs.; Manhattan, 659 lbs.; total, 676.

Dale Johnson, real estate department, and W. H. Grell, produce department, Armour and Company, Chicago, were in New York last week. B. J. Bognar, superintendent, Armour and Company plants in South America, visited at the plant of the New York Butchers Dressed Meat Company during his stay in the United States.

Thomas J. Sweeney passed away suddenly on September 29. Mr. Sweeney had been active in the provision business for a number of years, succeeding his father as president of the International Provision Company, which operated at 33-43 Degraw st., Brooklyn, until 1930, when the business was liquidated and the plant sold. Later, under his own name, he opened a plant at 321 thirty-ninth st., Brooklyn, where he conducted a sausage manufacturing and provision business. He is survived by his widow and a son.

CHAIN STORE SALES.

For the four weeks ending September 8 store sales for the Kroger Grocery & Baking Co. amounted to \$16,892,057, a gain of 11.4 per cent over sales of \$15,159,341 for the same period last year. National Tea Co. reported sales of \$4,706,260, a gain of 5.1 per cent over sales of \$4,474,520 for the same period last year. Some of this increase is attributed to a seasonal gain and part of it to the fact that early in September many people laid in a large amount of food in fear of advancing prices.

While showing a decrease of 2.7 per cent for the five weeks up to September 1, the H. C. Bohack Co., Brooklyn, N. Y., showed an increase of 3.7 per cent for the 31 weeks of the year to date. Total sales for the last 30 weeks are \$18,243,152, against \$17,592,009 last year for the same period.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, Oct. 3, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, Sept. 26, 1934:

	Sales, High. Low. —Close.—	Week ended, Oct. 3.	Oct. 3.	Oct. 3.	Oct. 3.
Amal. Leather.	2,100	4	3 3/4	4	4
Do. Pfd.	...	...	...	...	28 1/2
Amer. H. & L.	300	5	4 1/2	5	5
Do. Pfd.	300	19 1/4	19 1/4	19 1/4	19 1/4
Amer. Stores.	100	42	42	42	42
Armour Ill.	7,700	5 1/2	5 1/2	5 1/2	5
Do. Pr. Pfd.	1,000	61	61	61	61 1/4
Do. Pfd.	400	75	74 1/2	74 1/2	75
Do. Del. Pfd.	500	95	94 1/2	95	94 1/2
Beechnut Pack.	...	...	...	...	68
Bohack, H. C.	...	...	...	...	8
Do. Pfd.	...	...	...	...	40
Chick. Co. Oil.	100	28	28	28	28
Childs Co.	500	5 1/4	5 1/4	5 1/4	5 1/4
Cudahy Pack.	500	47 1/2	47 1/2	47 1/2	48 1/4
First Nat. Strs.	4,700	64	63 1/4	63 1/4	63 1/4
Gen. Foods	5,100	30	30	30	30
Gobel Co.	1,300	4 1/4	4 1/4	4 1/4	5 1/4
Gr. A. & P. lat Pfd.	10	126 1/2	126 1/2	126 1/2	128
Do. New	550	130	130	130	129 1/4
Hormel, G. A.	100	20 1/4	20 1/4	20 1/4	20
Hygrade Food.	300	4	4	4	4
Kroger G. & B.	2,900	28	27 1/4	27 1/4	28 1/4
Libby McNeill.	3,400	7 1/2	7	7	7 1/2
McMarr Stores.	...	...	...	...	5 1/2
Mayer, Oscar.	...	...	...	...	5 1/2
Mickelberry Co.	200	1 1/2	1 1/2	1 1/2	1 1/2
M. & H. Pfd.	60	6 1/2	6 1/2	6 1/2	7 1/2
Morrell & Co.	100	51 1/2	51 1/2	51 1/2	51
Nat. P. d. A.	...	...	...	...	1 1/4
Do. B.	...	...	...	...	1 1/4
Nat. Leather	550	10 1/2	10 1/2	10 1/2	11
Nat. Tea	1,000	10 1/2	10 1/2	10 1/2	11
Proc. & Gamb.	4,200	37 1/2	36 1/2	37 1/2	37 1/2
Do. Pr. Pfd.	70	115 1/2	115	115 1/2	116
Rath Pack.	50	31 1/2	31 1/2	31 1/2	31
Safeway Strs.	2,000	45 1/2	45 1/2	45 1/2	45 1/2
Do. 6% Pfd.	150	103	102 1/2	102 1/2	100 1/2
Do. 7% Pfd.	310	109 1/2	108	108	111
Stahl Meyer	...	...	...	...	3 1/2
Swift & Co.	1,250	19	18 1/4	18 1/4	19 1/4
Do. Intl.	250	38 1/2	38	38	38 1/2
Tranz Pork	...	...	...	...	10 1/2
U. S. Cold Stor.	...	...	...	...	38 1/2
U. S. Leather.	1,200	6	5 1/2	5 1/2	6 1/2
Do. A.	400	8 1/4	8 1/4	8 1/4	9 1/2
Do. Pr. Pfd.	...	...	...	...	45
Wesson Oil	5,300	28 1/2	27 1/2	27 1/2	28 1/2
Do. Pfd.	600	68 1/4	68 1/4	68 1/4	68 1/4
Wilson & Co.	500	6 1/2	6 1/2	6 1/2	7
Do. A.	9,400	23	22 1/2	22 1/2	23 1/2
Do. Pfd.	700	82	81 1/2	81 1/2	81

A. C. Wicke Mfg. Co.

Complete Market Equipment

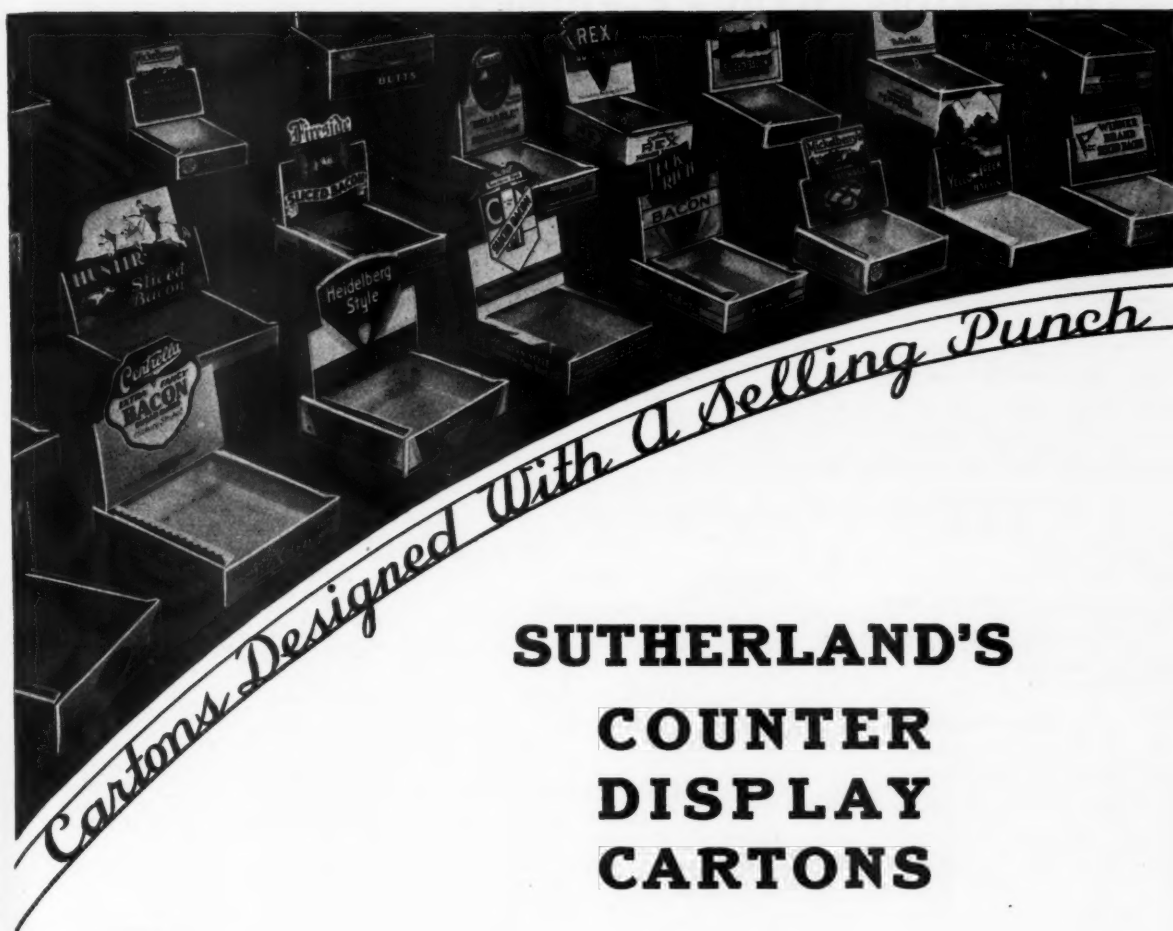
NEW YORK CITY

Main Office and Factory: 406 East 102nd St.

Salesrooms:
425-435 E. 102nd St.

Phone Atwater 0880 for all
Branches

Bronx Branch:
739 Brook Ave.



SUTHERLAND'S COUNTER DISPLAY CARTONS

CREATING cartons that influence sales has become a most important merchandising factor. Mere quality of construction is not enough today. Eye-appeal, shelf-appeal, and counter-appeal must all be considered.

Here at Sutherland, we make cartons to do a selling job. Our artists, thru years of experience, have become skillful in producing modern designs that focus the attention and create a favorable buying attitude at the point of sale.

They'll gladly offer you suggestions for putting a real selling punch into your display cartons.



Drop in and see us at the Convention—Booth 33.

SUTHERLAND

PAPER COMPANY
KALAMAZOO, MICH.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	7.35@8.00
Steers, medium	6.15@7.00
Cows, common and medium	2.75@4.00
Bulls, good	2.50@3.50

LIVE CALVES.

Vealers, good and choice	8.50@9.50
Vealers, medium	6.00@8.00
Calves, common	2.00@5.50

LIVE LAMBS.

Lambs, good and choice	7.25@7.60
Lambs, medium	6.50@7.00
Lambs, common	4.50
Wrens	2.25@3.00

LIVE HOGS.

Hogs, 180 lb. average, good and choice	\$6.75
Hogs, heavy	6.05

DRESSED HOGS.

Hogs, 90-140 lb., good to choice	\$10.50@11.00
----------------------------------	---------------

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	15% @ 16%
Choice, native, light	15 @ 16
Native, common to fair	12% @ 14

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	14 @ 15
Native choice yearlings, 440@600 lbs.	14 @ 15
Good to choice heifers	13 @ 14
Good to choice cows	11 @ 12
Common to fair cows	9 @ 10
Fresh bologna bulls	7 @ 8

BEEF CUTS.

	Western.	City.
No. 1 ribs	20 @ 22	23 @ 25
No. 2 ribs	18 @ 20	21 @ 22
No. 3 ribs	15 @ 17	18 @ 20
No. 1 loins	28 @ 32	30 @ 34
No. 2 loins	24 @ 27	26 @ 28
No. 3 loins	20 @ 23	22 @ 24
No. 1 hinds and ribs	17 @ 19	18 @ 21
No. 2 hinds and ribs	15 @ 16	16 @ 17
No. 1 rounds	14 @ 15	15 @ 16
No. 2 rounds	13 @ 14	14 @ 15
No. 3 rounds	12 @ 13	13 @ 14
No. 1 chuck	13 @ 14	14 @ 15
No. 2 chuck	11 @ 12	12 @ 13
No. 3 chuck	10 @ 11	11 @ 12
Bolognas	7 @ 8	8 @ 9
Rolls, reg. 6@8 lbs. avg.	22 @ 23	23 @ 24
Rolls, reg. 4@6 lbs. avg.	17 @ 18	18 @ 19
Tenderloins, 4@6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	12 @ 13

DRESSED VEAL.

Good	12 @ 13
Medium	11 @ 12
Common	9 @ 10

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	14 @ 15
Lambs, good	13 @ 14
Lambs, medium	12 @ 13
Sheep, good	5 @ 7
Sheep, medium	4 @ 5

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	16 @ 17
Pork tenderloins, fresh	28 @ 30
Pork tenderloins, frozen	24 @ 25
Shoulders, Western, 10@12 lbs. avg.	13 @ 14
Butts, boneless, Western	20 @ 21
Butts, regular, Western	15 @ 16
Hams, Western, fresh, 10@12 lbs. avg.	16 @ 17
Picnic hams, Western, fresh, 6@8 lbs. average	12 @ 13
Pork trimmings, extra lean	20 @ 21
Pork trimmings, regular 50% lean	14 @ 15
Spareribs	12 @ 13

SMOKED MEATS.

Hams, 8@12 lbs. avg.	19 @ 20
Hams, 10@12 lbs. avg.	19 @ 20
Hams, 12@14 lbs. avg.	19 @ 20
Picnics, 4@6 lbs. avg.	14 @ 15
Picnics, 6@8 lbs. avg.	14 @ 15
City pickled bellies, 8@12 lbs. avg.	19% @ 20% 1/2
Bacon, boneless, Western	23% @ 24% 1/2
Bacon, boneless, city	22 @ 23
Boilettes, 8@10 lbs. avg.	18 @ 20
Beef tongue, light	23 @ 25
Beef tongue, heavy	25 @ 27

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd	30c a pound
Sweetbreads, beef	90c a pound
Beef kidneys	10c a pound
Mutton kidneys	3c each
Livers, beef	25c a pound
Outalls	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	1.50 per cwt.
Breast fat	2.00 per cwt.
Edible suet	3.50 per cwt.
Inedible suet	2.50 per cwt.

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.08	1.80	1.40	1.45	1.70
Prime No. 2 veals	.07	1.15	1.25	1.30	1.45
Buttermilk No. 1	.06	1.05	1.15	1.20	1.40
Buttermilk No. 2	.05	.85	1.05	1.10	1.30
Branded grubby	.04	.65	.75	.80	.90
Number 3	.04	.65	.75	.80	.90

BUTTER.

Creamery, extras (92 score)	25 1/2
Creamery, firsts (91 score)	25 1/2
Centralized (90 score)	24 3/4 @ 25 1/4

EGGS.

(Mixed Colors.)

Special packs or henry selections	25 1/2 @ 30
Standards	24 1/2
Firsts	22 1/2

LIVE POULTRY.

Fowls, colored, via express	15 @ 17
Leghorns	11 @ 14
Broilers, Rocks	16 @ 20

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—	
Western, 60 to 65 lbs. to dozen, lb.	16 @ 21
Western, 48 to 54 lbs. to dozen, lb.	13 @ 18
Western, 43 to 47 lbs. to dozen, lb.	12 @ 17
Western, 36 to 42 lbs. to dozen, lb.	11 @ 16
Western, 30 to 35 lbs. to dozen, lb.	10 @ 15
Chickens, fresh:	
Nearby	19 @ 24
Fowls—frozen—12 to box—	
Western, 60 lbs. up	16 @ 21
Western, 60 to 65 lbs. to dozen, lb.	16 @ 21
Western, 55 to 59 lbs. to dozen, lb.	14 1/2 @ 19 1/2
Western, 48 to 54 lbs. to dozen, lb.	13 @ 18
Ducks—	
Spring, L. I., per lb.	17 @ 17 1/2
Squabs—	
Graded, per lb.	28 @ 35
Turkeys, frozen:	
Young toms	21 @ 31
Young hens	20 @ 24

BUTTER AT FOUR MARKETS.

	Sept. 21	22	24	25	26	27
Chicago	25	25	24 1/2	24 1/2	24 1/2	24 1/2
N. Y.	26 1/2	26 1/2	26 1/2	26	26	26 1/2
Boston	27	27	27	26 1/2	26 1/2	26 1/2
Phila.	27 1/2	27 1/2	27 1/2	27	27	27 1/2
San Fran.	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2	28 1/2

Wholesale prices carlots—fresh centralized butter—80 score at Chicago:

	25	25	24 1/2	24 1/2	24 1/2	24 1/2
Receipts of butter by cities (tubs):						
This week.	45,394	43,715	55,125	2,444,892	2,748,065	
Last week.	54,635	49,733	51,319	2,531,108	3,052,528	
—Since Jan. 1.—	17,787	19,807	12,567	1,006,882	907,186	
Chicago	10,562	18,163	20,013	958,907	1,002,126	
Total	134,376	131,418	139,024	7,261,787	7,829,905	

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Sept. 27.	Sept. 27.	Sept. 28.	last year.
Chicago	155,635	120,771	35,350,907	\$2,504,713
N. Y.	94,675	106,491	9,928,670	19,855,620
Boston	88,061	84,668	6,979,951	
Phila.	18,060	34,290	4,212,673	4,150,115
Total	208,970	347,610	54,359,029	83,488,299

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: October, 1934, to June, 1935, inclusive	@24.00
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York	@ nom.
Blood, dried, 16% per unit	@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.50 & 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L.	@ 36.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
Soda nitrate, per net ton: Bulk. Oct. to June, 1935, inclusive	@ 23.50
in 100-lb. bags	@ 24.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 & 10c
Tankage, unground, 9@10% ammonia, 15% B. P. L. bulk	2.25 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@24.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	@ 26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.50
Potash Salt.	
Manure salt, 30% bulk, per ton	@ 12.90
Kainit, 14% bulk, per ton	@ 8.50
Muriate, in bulk, per ton, 40c unit	
Sulphate in bags, per ton	@ 35.00
Shipment Oct., 1934, to April, 1935, Less 6% Discount.	
Dry Rendered Tankage.	
50% unground	@ .40
60% ground	@ .45

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hoofs, per ton	45.00 @ 50.00
Thin bones, per ton	100.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Sept. 29, 1934, with comparisons:

	Week ended Sept. 29.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	11,456	9,526	11,623
Cows, carcasses	1,594	1,396	360
Bulls, carcasses	284	351	374
Veals, carcasses	11,729	10,531	13,314
Lambs, carcasses	31,587	40,888	43,246
Mutton, carcasses	1,984	1,550	4,612
Beef cuts, lbs.	622,699	648,090	1,050,883
Pork cuts, lbs.	1,907,192	1,695,719	2,143,877
Local slaughters:			
Cattle	9,547	8,762	8,808
Calves	14,689	15,210	13,619
Hogs	37,886	37,029	44,937
Sheep	69,820	64,244	62,491

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 29, 1934:

	Week ended Sept. 29.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,648	2,662	2,898
Cows, carcasses	1,222	1,319	1,083
Bulls, carcasses	502	559	350
Lamb, carcasses	1,268	1,619	1,674
Veal, carcasses	11,597	14,313	15,069
Mutton, carcasses	629	769	1,141
Pork, lbs.	273,773	360,931	440,721
Local slaughters:			
Cattle	3,597	3,201	1,975
Calves	3,270	3,585	3,198
Hogs	13,353	14,540	20,257
Sheep	7,830	7,021	6,344

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Sept. 29, 1934, with comparisons:

	Week ended Sept. 29.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,946	2,599	3,033
Cows, carcasses	2,082	2,082	1,706
Bulls, carcasses	17	7	7
Veals, carcasses	683	760	777
Lambs, carcasses	17,401	18,600	21,949
Mutton, carcasses	885	680	1,237
Pork, lbs.	154,136	212,616	327,209

For meat products of a greasy nature . . .

- There is scarcely any food product of a greasy nature for which the grease-resisting Kleen Kup is not ideal.

- This package is the result of many years' experience in furnishing the meat industry with packages for sausage meat, chili con carne, lard and other meat products. Highly repellent to grease, its makers believe it to be the best package of its kind available.

- The grease-resisting Kleen Kup is available in sizes from one ounce to ten pounds.



• You incur no obligation by asking us to send samples and suggestions.

KLEEN KUP

The Package That Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY

"IT IS Particularly Satisfactory IN OUR CURING AND SAUSAGE DEPARTMENTS"

That's what this Indiana packer has found about Diamond Crystal Salt. Read what he says:



"THE CONSTANT use of Diamond Crystal Salt in our plant during the past six years," says Mr. E. Reuter, well-known Indiana packer, "has yielded gratifying results. We have found this salt to be particularly satisfactory in our curing and sausage departments. Its uniform quality has led us to use your salt exclusively for these purposes."

Mr. E. Reuter who oversees the making of the well-known Winterlein Brand meats in the Bloomington Packing Company of Bloomington, Indiana.

You, too, can depend on these dry, flat flakes to be consistently uniform. You'll find they spread more evenly in your dry cures... Penetrate more quickly... And adhere to the meat without popping off like harsh flinty-type salt is apt to do.

And you will appreciate its mildness and purity, especially when you see how much whiter and stronger your sausage casings are, with no discoloration or lime spots. Why not see for yourself why leading packers everywhere use and endorse this dependable salt. Diamond Crystal Salt Co., (Inc.), 250 Park Avenue, New York, N. Y.

Diamond Crystal Salt

UNIFORM IN COLOR . . . PURITY . . . DRYNESS
. . . SOLUBILITY . . . SCREEN ANALYSIS . . .
CHEMICAL ANALYSIS . . . CHARACTER OF FLAKE

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Position Wanted

Sausagemaker

Practical man with wide experience and exceptional ability making full line of sausage products, meat specialties, fancy cured meats, etc., seeks new connection. Now located West but will go anywhere opportunity warrants. Prefer small or medium size progressive and growing plant. W-691, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Experienced Sausagemaker

Young man with wide experience manufacturing fancy and standard sausage products desires position as sausagemaker. Can produce high quality products at lowest cost using fresh or frozen meats. Knowledge of regular and latest cures and methods. Can kill, cut, and cure pork. Present position as sausagemaker for four years. Best references. Married. W-692, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Practical, all departments. Best results sausage and curing, wet and dry rendering, and lard refining. Products that will meet competition. Would like to try out with plant located in West. I will not buy job but will make investment later if satisfactory. Reliable references. W-694, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Expert Sausagemaker

Are you interested in putting your sausage department on profit-making basis? My 20 years' experience making quality sausage, with and without color; also curing hams and bacon have fitted me to run this department profitably. Young, energetic, steady, married man with family. W-681, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Beef Canning

Expert advice on canning beef and other meat products, to avoid trouble in processing, shipping or holding. Don't go into this without such knowledge, or it will cost you money. W-643, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Sausage expert with knowledge of all products, including specialties, is available. Knows costs and can make quality product from any materials. Experienced in latest cures and methods; or will come for a short time to straighten out any difficulties. W-612, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausage Foreman

Have you an opening for sausage foreman? I am German, 32 years old. Can handle and take charge of high grade fresh and smoked sausage, specialties of all kinds, meat loaves, hams, bacon, curing and cutting. Know records and costs. Have been in last position several years and can furnish first-class references. W-672, The National Provisioner, 300 Madison Ave., New York City.

Superintendent or Asst.

Thorough sausage manufacturing experience. Capable of handling all departments. Now employed, 13 years with same firm. Full details at interview or by correspondence. W-689, The National Provisioner, 407 S. Dearborn St., Chicago.

Men Wanted

Pork Plant Superintendent

Wanted, superintendent in new hog killing and cutting plant at Fort Dodge, Iowa. Present capacity 1200 hogs daily. Must be man who has been working foreman with full knowledge of all pork operations in western plant. Others will not be considered. Satisfactory salary. Position open about November 1. Must know how to deal with help satisfactorily. Correspondence will be held in strict confidence. Reply immediately to F. M. Tobin, The Tobin Packing Co., Inc., Fort Dodge, Iowa.

Plants for Sale

For Sale or Lease

Small, modern packing plant in south central Michigan. Large coolers, tracking and fine equipment. Doing nice business. Anyone interested write FS-683, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

"Boss" Dehairer

For sale, one "Boss" 10X dehairer, 21 ft. cast-iron scalding tub, and a gambreling table made of galvanized pipe. All first-class condition, used only short time. For sale because of installing larger capacity machine. FS-693, The National Provisioner, 407 S. Dearborn, Chicago, Ill.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Rendering Equipment

For sale, 10 Rotary Steam Tube Dryers, 6'x20' long, each with 37-4" tubes. Complete Hydrogenated Oil Plant. Send for circulars listing Grinders, Melters, Lard Rolls, Filter Presses, Cookers, Cutters, Meat Mixers, Hammer Mills, Disintegrators, Kettles, etc. What idle machinery have you for sale?

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City

Used Equipment For Sale

- 1 "Buffalo," No. 32B silent cutter, motor drive
- 1 "Buffalo," No. 27 silent cutter, belt drive
- 1 100-lb. "Boss" mixer, motor drive
- 1 No. 2 "Boss" mixer, belt drive
- 1 150-lb. stuffer
- 1 No. 156 Enterprise grinder, motor drive
- 1 No. 66B, "Buffalo" grinder, belt drive
- 1 Champion Type K air compressor
- 1 35-lb. ram-type stuffer, motor drive
- 1 150-gal. jacketed, agitated lard melter
- 1 100-gal. lard cooling tank with brine coils
- 1 50-gal. jacketed steel kettle.

Write for full information and our low prices. Loeb Equipment Supply Company, 618 W. Lake St., Chicago, Ill.

RESULTS COUNT!

"My 2 ads brought me all the work I could possibly do and many inquiries." This is only one of many such letters THE NATIONAL PROVISIONER receives regularly. Let our "Ads" help you, also.

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Utica, N. Y.
Manufacturers of



HAMS
BACON
FRANKFURTS

LARD
DAISIES
SAUSAGES

QUALITY Pork Products That SATISFY

Wilmington Provision Company

TOWER BRAND MEATS
Slaughterers of Cattle, Hogs,
Lambs and Calves

U. S. GOVERNMENT INSPECTION
WILMINGTON DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS
WHOLESALE SLAUGHTERERS OF
CATTLE, HOGS, SHEEP AND CALVES
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

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SEWED CASINGS

New Modern
B. A. I.
Inspected Plant
at Detroit

*We Manufacture All
Types and Sizes*

You are within a few hours
from our nearest plant.

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466 Washington St.
NEW YORK CITY



Oppenheimer Casing Co.

Importers **SAUSAGE CASINGS** *Exporters*

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City Dressed Beef, Lamb and Veal, Poultry

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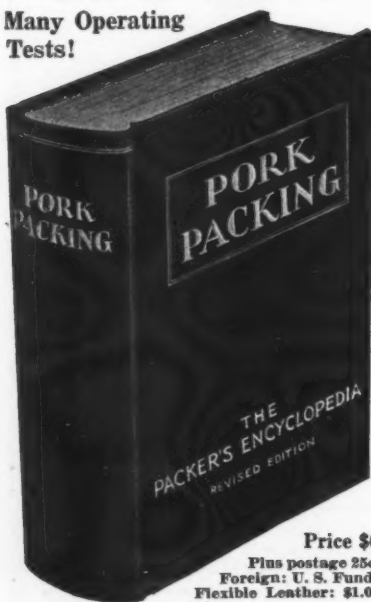
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PACKINGHOUSE SPECIALTIES

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PROCESSED MEATS
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SOLVES PORK PACKING PLANT PROBLEMS!

Many Operating Tests!



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THE NATIONAL PROVISIONER 487 S. Dearborn St.
Chicago, Illinois

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- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
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2. Milder and richer flavor,
3. Good keeping quality,
4. Lighter and creamier color,
5. Better moisture retention.

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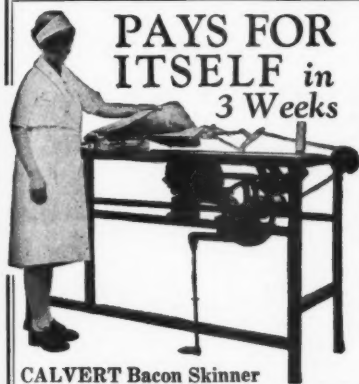
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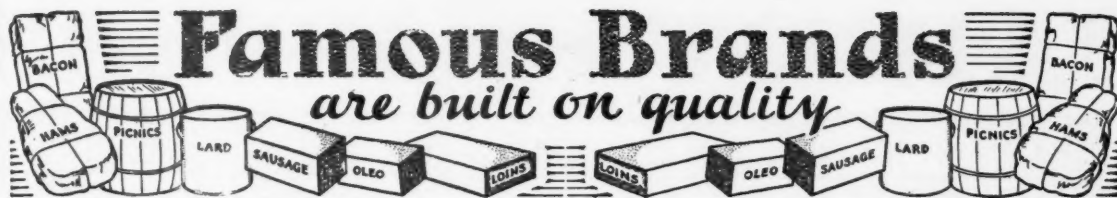
CHICAGO, ILL.

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††Once a month.

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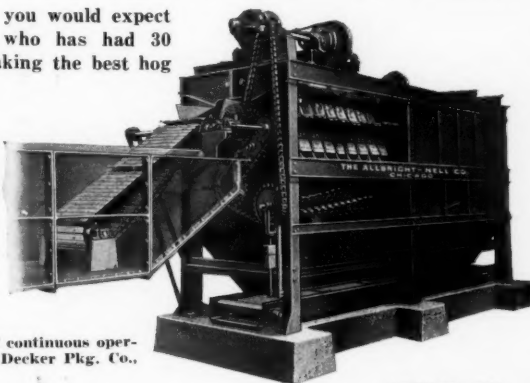
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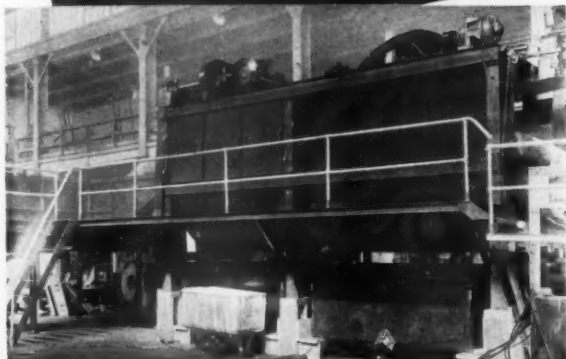
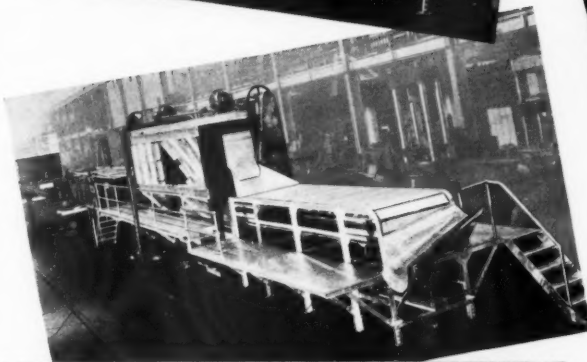
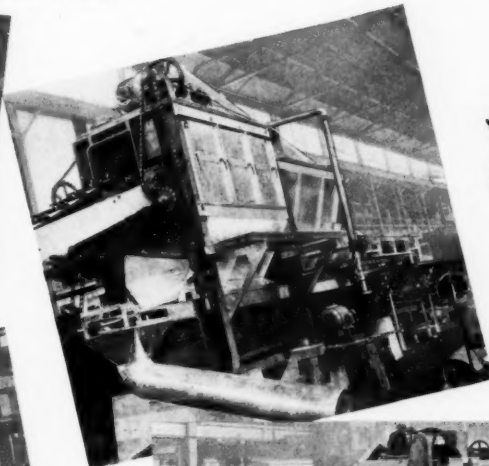
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